

# DISTRIBUTION & WAREHOUSING

FORMERLY  
TRANSFER & STORAGE

Vol. 21, No. 5

New York, N. Y.

May, 1922

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## Announcing Distribution Service Inc. Established To Effect Economy of Cost and Time in Marketing

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*The U. S. Department of Agriculture in Bulletin No. 659 says: "Various repellants such as tobacco, camphor, naphthaline, cones or balls and cedar chips or sprigs have a certain value if the garments are not already stocked with eggs and larvae. . . . The odors have no effect on their development . . . and the destructive work of the larvae will be little, if at all, restricted."*

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Cincinnati, O.

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Warehouse Superintendent  
Pennsylvania System, Pittsburgh, Pa.



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CONTENTS OF ISSUE COPYRIGHTED MAY, 1922,  
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## ARTICLES

Hoover Will Aid in Standardizing Forms .....	7
Shippers and Warehousemen Strengthen Relations....	10
Business Is on the Upswing .....	13
Hoover Encourages Trade Associations .....	14
Warehouse Space Classified .....	15
Brief on Railroad Rates Filed with I. C. C.....	16
History of the Warehouse. By H. H. Manchester....	20
State Regulation of Motor Vehicle Common Carriers. By Harry Meixell .....	24
A Form for Every Department (VI) .....	30

## DEPARTMENTS

Readers' Forum.....	29
"Two Bits" (Vol. II; No. 11).....	33
Editor's Page.....	34
Down to Brass Tax. By H. I. Jacobson.....	36
From the Legal Viewpoint. By George F. Kaiser.....	38
What's What in New Buildings (XXXII and XXXIII)....	40
Equipment News and Reviews.....	42
With the Associations.....	44
New Buildings, Incorporations, Etc.....	56
Convention Calendar.....	59

## NEWS

Joint Operation of Railroad Terminals Urged.....	51
Service Co. Organized in Jacksonville.....	52
St. Louis Ordinance Is Constitutional.....	52
D. P. Bray Elected to Aldermanic Board.....	53
Church Designated U. S. Bonded Warehouse.....	53
Merchants' Company Opens in Chicago.....	54
Neal Company Controls Redhead Plant.....	54
Fire Wrecks a Philadelphia Warehouse.....	55

Index to General Advertisers.....	141
Index to Shippers' Index Advertisers.....	142-143

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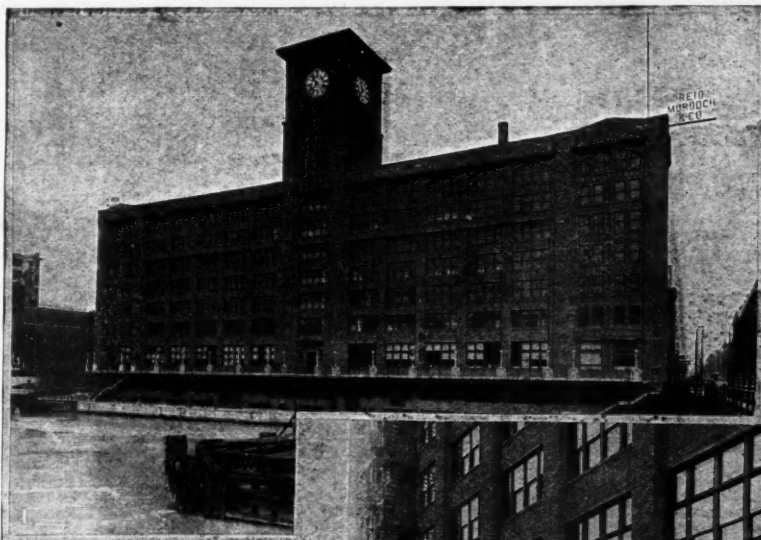
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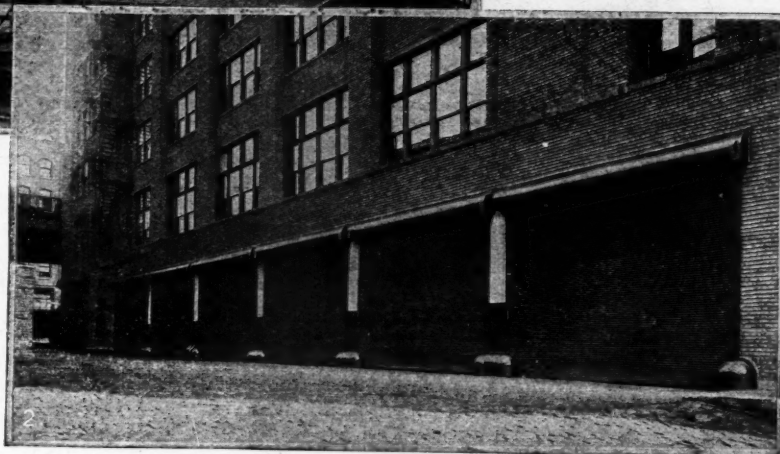
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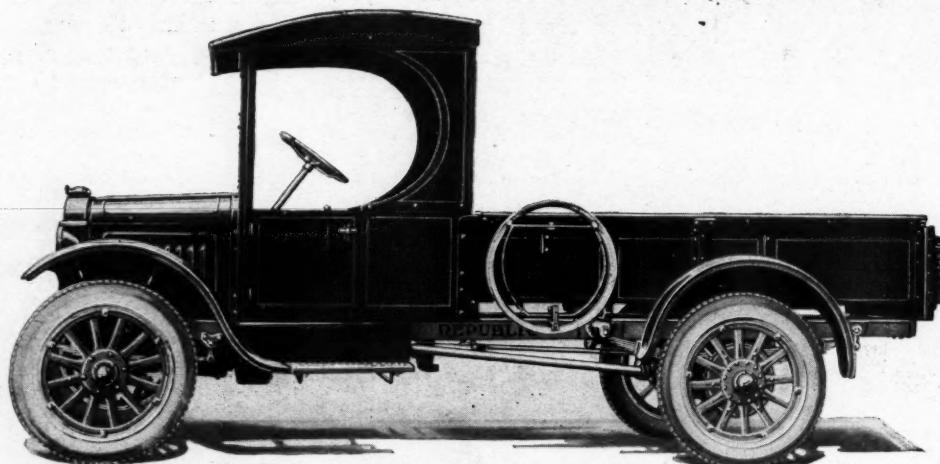
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No. 5

## Hoover Will Aid Standardizing

### *Seven Forms Used by Shipper and Warehouseman Tentatively Selected for Consideration*

Conference at Department of Commerce in Washington on May 19  
to be Attended by Storage Executives and Representatives of  
Division of Simplified Practice and Domestic Distribution Depart-  
ment of Chamber of Commerce of U. S. A.

By KENT B. STILES

**W**HAT Herbert Hoover has accomplished for many industries in the way of standardizing he will undertake to do for public merchandise warehousing, with the co-operation of men engaged in warehousing.

An official offer has come from the Secretary of Commerce to assist in simplifying and making uniform warehousing's practices and forms in the storage industry's business dealings with shippers.

Warehousing has accepted Mr. Hoover's offer and a meeting of representative storage executives has been called. This meeting will be held in the conference room of the Department of Commerce in Washington on May 19.

**T**HE work of standardizing and simplifying will be inaugurated at that time with the following as parties to the arrangements:

1. Division of Simplified Practice of the Department of Commerce.
2. Domestic Distribution Department of the Chamber of Commerce of the United States.
3. American Warehousemen's Association.

It is expected that on some subsequent date Mr. Hoover will invite into conference a number of traffic managers who use public warehouses. These would include representatives of companies which are members of the Shippers' Warehousing and Distributing Association, American Specialty Manufacturers' Association and kindred organizations of manufacturers whose goods are routed through public storage plants.

Thus the friendly offices of the Government are to be invoked in a constructive effort to effect economy in that phase of the nation's scheme of distribution which embraces the use of the merchandise warehouse.

**A** TENTATIVE list of forms has been selected which are common to the business relationship between warehouseman and shipper. The labor of standardizing will be, at the start, concentrated on these seven forms. They are:

1. Negotiable warehouse receipt. This document has been virtually completed by the receipts committee of the American Warehousemen's Association and copies of it are expected to be off the presses early in May. It will then remain for warehousemen generally to adopt it and actually use it, and for the American Bankers' Association to endorse it.

2. Receiving report (memorandum report, non-negotiable).
3. O. S. & D. report.
4. Notice of arrival of car.
5. Stock report.
6. Monthly report of stock on hand in warehouse.
7. Reporting of shipments drayed to depot.

It may be that discussions will bring out that it will be feasible for one form to be worked out which would serve for Nos. 5 and 6, and also that Nos. 2 and 4 could be covered by a common form. Effort would then be centered on providing five forms which would be acceptable generally to warehousemen and shipper, with possibly slight modifications, when and where necessary, to meet individual and unusual requirements.

**T**HE offer of Mr. Hoover to assist in effecting simplification and uniformity was made formally in a letter which Mr. Hoover wrote on April 22 to W. W. Morse, Minneapolis, president of the American Warehousemen's Association, as follows:

"It has been brought to my attention that a conference of warehousemen is being planned for Friday, May 19, here in Washington to consider simplified and uniform practices and forms among the general merchandise warehousemen of the United States. This appeals to me as most constructive and I shall be very glad to give any assistance which this Department can offer.

"If you care to call this conference at the Department we will reserve our room for you and our Division of Simplified Practice will co-operate with the Domestic Distribution Department of the United States Chamber of Commerce in arranging detail."

#### How It Started

**T**HE plan for the gathering of warehousemen at Washington this month had its inception at meetings in New York on April 10. On that day the Domestic Distribution Department's members, who include, representing warehousing, L. T. Crutcher of Kansas City, assembled in the board rooms of the Irving National Bank to outline the department's program for its share of the annual convention of the national Chamber of Commerce in Washington on May 16, 17 and 18. The following paragraphs may be quoted from the report submitted by the department's manager, Alvin E. Dodd:

"The Department of Agriculture now has formed a consistent and successful method for an enumeration of those warehouses which fall within its supervision. This does not include warehouses for general purposes, which nevertheless are of such growing importance in distribution that knowledge of their capacities, facilities and locations is essential.

"Within the past month a member of this committee, Mr. L. T. Crutcher, has assured the department that the necessary studies are being made and that reasonably soon the results may be expected.

"It will remain for the department to give them publicity in the form most useful to distributors-at-large. This involves a continuing attention with periodic statistics to include new construction with the additions to existing units and facilities.

"Warehousing is so intimately related to stocks in suspense and to economical shipments that the Department's duty seems to demand an active interest in this phase of distribution.

"A standardization of forms, accounting and practice

is needed as soon as it may be accomplished, both to facilitate the use of warehousing by distributors and to remove sources of misunderstanding. It is suggested that a conference in Washington of representative warehousemen from all parts of the country to consider a well-considered program would, if initiated by this Department, be productive of useful results."

#### Mr. Hoover's Purposes

**D**ISCUSSION of warehousing in relation to distribution led to a meeting later in the day at the Hotel Astor with President Morse of the A. W. A. Attending this meeting were Mr. Dodd, G. H. Payne, assistant manager of the Distribution group; Mr. Crutcher and Mr. Morse, and here the groundwork was laid for the May 19 meeting.

Mr. Dodd outlined Secretary Hoover's purposes in dealing with the many industries. The major ones are:

1. Standardization.
2. Elimination of waste.
3. Economy in distribution.

Mr. Dodd told of the failures of certain industries to do their own standardizing, notwithstanding they had repeatedly tried, and how the results sought were finally attained through the offices of Mr. Hoover and his Division of Simplified Practice.

What the Department of Commerce did for the paving brick industry was reviewed by Mr. Dodd. The Department found upon inquiry that 65 different types of paving bricks were being made. Manufacturers and building trade representatives were called into conference, and at the close of one day's session an agreement was reached which has resulted in the number being cut down to 11.

At one point during the discussions in New York Mr. Payne made this comment regarding the storage industry:

"Warehousing is just as much to be sold as groceries. There are great possibilities for investigation, standardization and salesmanship."

The discussions resulted in the tentative selection of the seven forms already mentioned as ones which were possible of standardization. This list, it was agreed, was subject to revision as developments might warrant after conferences with representatives of shippers or at the Washington meeting.

**A** SUMMARY of what took place in New York on April 10 was placed before a joint conference of warehousemen and shippers at Chicago on April 20 and the Hoover plan was whole-heartedly indorsed.



Attending the Chicago conference were the following:

Representing the Shippers' Warehousing and Distributing Association—John Simon, president, manager branch distribution of the Keystone Steel & Wire Co., Peoria, Ill.; H. B. Tilden, chairman trade relations committee, traffic manager for the Aunt Jemima Mills Co., St. Joseph, Mo.; John J. Sinnott, vice-president, traffic manager for the F. F. Dalley Company of New York, Hamilton, Ont.; L. D. Snow, member trade relations committee, traffic manager for the Lever Brothers Company, Cambridge, Mass.; Eugene Wallace, member trade relations committee, traffic manager for the Kellogg Toasted Corn Flake Co., Battle Creek, Mich.; F. D. Campau, association's general counsel, general counsel for the Furniture Manufacturers' Association of Grand Rapids, Mich.; Frank E. Jones, representing the traffic department of the Furniture Manufacturers' Association.

Representing Warehousing—Roy C. Griswold, member trade relations committee of the American Warehousemen's Association, president of Griswold & Walker, Inc., Chicago; Sidney A. Smith, chairman A. W. A. conference committee, vice-president of the Currier-Lee Warehouse Co., Chicago; A. H. Millward, member A. W. A. conference committee, manager of Wakem & McLaughlin, Inc., Chicago; A. Peterson, member A. W. A. conference committee, manager of Railway Terminal & Warehouse Co., Chicago; J. F. Crooks, Crooks Terminal Warehouses, Chicago; W. D. Leet, president of Distribution Service, Inc., Chicago.

Opinion was general that if warehousemen would standardize their forms, the shippers would be brought into line and would in time use the selected forms and would cease insisting on providing forms of their own make; if shippers then desired their own forms used, they could design them so that they would conform to the standardized ones. The standardized forms, it was agreed, must be ones which would provide for supplying all the information the shippers wanted, and they should be generally of letterhead size, of standard width for a standard binder.

From warehousemen came the suggestion that the shippers could aid standardizing if all would put numbers on their lots—that is, if each shipper would designate each of his lots with an identifying number.

For example, as was pointed out, a certain commodity commonly stored now comes in 50 sheets to a roll, 70 sheets to a roll, 100 rolls to the box, 50 rolls to the box, etc. Some of the descriptions which must be written on the forms require as many as twenty words each. If each distinctive lot was given a number, and this was a universal practice by shippers, simplification would result which would effect economy in time.

Discussion of the seven forms tentatively selected at the New York meetings developed opinion at Chicago that the seven might readily be cut down to five, as outlined on page 8, and then standardized.

#### Commerce Department Inquiry

**M**EANWHILE the Division of Simplified Practice of the Department of Commerce has been taking an active interest in the possibilities of standardizing and simplifying in warehousing.

A letter received by *Distribution & Warehousing* from William A. Durgin, chief of the Division, asked for copies of all forms and papers used in shipping, warehousing and allied activities that had been standardized.

"We are familiar with the work done in promoting a uniform bill of lading," Mr. Durgin wrote, "but what has been done regarding warehouse receipts and other negotiable papers? Any information you may have of

this nature, including the names of associations, organizations or individuals actively interested in this work, will be appreciated."

In a subsequent letter Mr. Durgin alluded to the activities of the Domestic Distribution Department in cooperation with the warehouse industry, and expressed this opinion:

"We believe that you and that Department and ourselves can combine our forces in a very effective manner to produce some specific results."

Mr. Durgin invited the editor of *Distribution & Warehousing* to a conference in Washington during the week of May 1 to discuss in detail the plans for effecting standardization in warehousing, and this invitation was accepted.

#### Chamber's Annual Convention

**T**HE fact that the meeting of warehousemen in conjunction with the Domestic Distribution Department and the Division of Simplified Practice is to be held in connection with the annual convention of the Chamber of Commerce is expected to attract a large number of storage executives to the May 19 meeting, as warehousemen from many cities ordinarily attend the national Chamber's sessions.

The group meetings of the Domestic Distribution Department are to take place in the ballroom of the Raleigh Hotel, with Theodore F. Whitmarsh, president of Francis H. Leggett & Co., New York, as chairman, and Mr. Dodd as secretary. The program for this group, 2:30 p. m., for May 16 follows:

1. Costs of Transportation and the Geography of Distribution. How Changes in Rates Alter the Map as Effectually as a New Range of Mountains or the Disappearance of a Great River. Charles E. Elmquist, St. Paul.

2. Chain Stores. Their Growth and Significance to All Types of Distributors. Dr. Paul H. Nystrom, director of Retail Research Association, New York.

3. Readjustment. Its Course During the Past Year; How Distributors Have Met the Demand for Lower Prices.

4. The Need of Distributors for Accurate Information with Which to Dispel Present Uncertainty in Business Conditions. Franklyn Hobbs, Franklyn Hobbs & Co., Chicago.

The distribution program for 2:30 p. m., May 17, with Ernest T. Trigg, vice-president of John Lucas & Co., Philadelphia, presiding, follows:

1. European Conditions and Merchandise for the American Market.

2. Qualities and Prices of Foreign-Made Goods; Analysis of Competition Faced by American Distributors and Suggestions as to How to Meet This Competition Successfully.

3. Bearing of United States Tariff on Export Trade and Foreign Relations. W. S. Culberson, member of United States Tariff Commission.

At the meeting of the Transportation and Communication Group at the Hall of Nations, Washington Hotel, 2:30 p. m., May 16, one of the subjects to be discussed is "Regulation of Railroad Rates Under the Transportation Act," and "Practical Highway Transport Regulation" will be discussed by E. J. Mehren, editor of the *Engineering News-Record*.

"Railroads and Port Terminals" will be discussed by Col. William J. Wilgus, consulting engineer in charge of railroad and port construction in France during the war, at the meeting of the Transportation and Communication Group in the Hall of Nations, Washington Hotel, at 2:30 p. m. on May 17.

# Shippers and Warehousemen Strengthen Relations

*Standardization, Reciprocity and Storage Bonds Among Topics Discussed at Chicago Meeting—Traffic Managers Postpone Convention Until December and Will Assemble in Same City as American Warehousemen's Association*

CHICAGO, April 20. **R**ECIPROCAL relations between the men engaged in public warehousing and the manufacturers who distribute through merchandise storage plants were further cemented at a meeting held in Chicago to-day, attended by directors of the Shippers' Warehousing and Distributing Association and members of the Public Relations and Conference committees of the American Warehousemen's Association. The directors of the Shippers' body met yesterday to discuss plans for the annual convention. Both gatherings were held at the Congress Hotel. Developments of major importance were these:

1. Agreement was reached regarding proposed standardizing of certain forms used in the business dealings between warehouseman and shipper. The standardizing will be carried on under the joint offices of the Division of Simplified Practice of the Department of Commerce and the Domestic Distribution Department of the Chamber of Commerce of the United States.

2. The Shippers' Warehousing and Distributing Association will hold its 1922 convention probably in the same city where the American Warehousemen's Association meets, next December. It will not be a joint assembly of the two organizations. The Shippers' body plans to convene prior to the A. W. A. meeting, providing the latter

is held in a city conveniently located for the majority of the members of the Shippers' association.

3. A Trade Relations committee was created by the Shippers' association to work in co-operation with similar committees of the American Warehousemen's Association and the American Specialty Manufacturers' Association.

4. On behalf of the Shippers' association, Dun's and Bradstreet's will be asked to rate public warehousemen. This action was taken upon suggestion by warehousing's representatives at the joint meeting here to-day.

5. It was brought out that a movement has been launched by the American Specialty Manufacturers' Association to have all warehousemen bond themselves or else be required by legislation to be bonded. The new Trade Relations committee of the Shippers' association will confer on this problem with committees of the Specialty body and the American Warehousemen's Association.

6. An aggressive membership campaign will be carried on by the Shippers' association with a view to effecting wider representation among shippers who use warehouses, in order to attract traffic and distribution managers to the December convention. The membership drive will be concentrated on manufacturing companies which have in recent months expressed interest in the work being carried on by the Shippers' body.

**A**TENDING the joint meeting to-day were the following shippers and warehousemen:

John Simon, president of S. W. & D. A., manager of branch distribution, Keystone Steel & Wire Co., Peoria, Ill.

Sidney A. Smith, chairman of A. W. A. conference committee, vice-president Currier-Lee Warehouse Co., Chicago.

Roy C. Griswold, member of A. W. A. public relations committee, president Griswold & Walker, Inc., Chicago.

H. B. Tilden, chairman S. W. & D. A. public relations committee, traffic manager, Aunt Jemima Mills Co., St. Joseph, Mo.

L. D. Snow, member S. W. & D. A. public relations committee, traffic man-

ager, Lever Brothers Co., Cambridge, Mass.

Eugene Wallace, member S. W. & D. A. public relations committee, traffic manager Kellogg Toasted Corn Flake Co., Battle Creek, Mich.

A. H. Millward, member A. W. A. conference committee, manager, Waken & McLaughlin, Inc., Chicago.

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## SHIPPERS SHOULD JOIN THIS ASSOCIATION

**W**HEN warehouseman meets shipper, each endeavors to learn the other fellow's problem—and each finds that that problem is also his own, and the discussion gives each man a new insight into it and suggests the way for mutual solution. That is why warehousemen attended the convention of the Shippers' Warehousing and Distributing Association at Pittsburgh last year.

And it also explains why, when the directors of the Shippers' body met in Chicago on April 20, they asked local warehousemen to attend. Amity and good fellowship prevailed—and those are always good business assets to have lying around.

Both the traffic manager and the storage executive will be interested in reading what took place at the Chicago conference. Chief themes of discussion were standardizing of warehouse forms and bonding of warehouses.

What the Shippers organization is doing will react to the benefit of the warehouse industry and—

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## WAREHOUSEMEN SHOULD SUPPORT IT

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A. Peterson, member A. W. A. conference committee, manager, Railway Terminal & Warehouse Co., Chicago.

John J. Sinnott, vice president, S. W. & D. A., traffic manager, F. F. Dalley Co. of New York, Hamilton, Ont.

F. D. Campau, general counsel for S. W. & D. A., general counsel for Furniture Manufacturers' Association, Grand Rapids, Mich.

Frank E. Jones, representing traffic department of Furniture Manufacturers' Association, Grand Rapids.

J. F. Crooks, Crooks Terminal Warehouses, Chicago.

W. D. Leet, president, Distribution Service, Inc., Chicago.

**D**ISCUSSION of standardizing forms occupied a large part of the time at the joint session to-day, and the general feeling was that a great deal could be accomplished through the influence of Secretary of Commerce Hoover and the Domestic Distribution Department of the Chamber of Commerce. [The developments with relation to standardizing forms are given in detail in the story which begins on page 7.]

#### Convention Deferred

**T**HE decision to hold the convention of the S. W. & D. A. in December rather than in June, as customarily, was reached at the directors' meeting yesterday after a motion to that effect by Mr. Sinnott. The thought was that the postponement would provide time for membership effort.

Recently L. D. Snow conducted an individual membership campaign, the Lever Brothers Co. urging upon several hundred shippers the value of possessing a membership in the S. W. & D. A. This resulted in a great number of inquiries from manufacturers in many lines of industry, and it is upon these interested "prospects" that the association's membership drive will be centered during the next seven months, in an effort to double the membership before the convention is held.

The plan to defer with annual meeting was taken up with the warehousemen at the joint meeting to-day, and opinion was expressed by storage executives that the American Warehousemen's Association would interpose no objections, inasmuch as it is not the proposition by the shippers to hold a joint convention with the A. W. A. The shippers would meet prior to the A. W. A. assembly, and during the latter there would be such joint committee meetings as developments warranted, for discussion of mutual problems. Mr. Griswold, who is an A. W. A. director, was asked to take the situation up with his association's president, W. W. Morse, Minneapolis. On motion by Mr. Sinnott at the directors' meeting yesterday, the directors will serve as the committee to arrange the December program.

Letters of invitation to the Shippers' body were received from Frank X. Schwab, mayor of Buffalo, N. Y., and the Buffalo Chamber of Commerce, to meet in that city; and from the Springfield,

Mass., Chamber of Commerce to meet in Springfield.

At the directors' meeting the discussion brought out that during the past year the association has shown one member how to save \$800 a year on payments of taxes on stocks maintained in warehouses; another member has been shown how to save \$300 annually on such payments. Other concrete advantages which members have had because of affiliation with the S. W. & D. A. were pointed out, and these will be made use of in the membership campaign.

**A**PPPOINTMENT of a trade relations committee by President Simon of the S. W. & D. A. at the directors' meeting

#### MR. TRAFFIC MANAGER:

**T**HE Shippers Warehousing and Distributing Association, comprising manufacturers who store in public warehouses, recently showed one of its members how to save \$800 annually in taxes. Dues in the organization are \$25 annually.

The Shippers' association enabled another of its members to store in responsible warehouses after it had suffered losses in "fly-by-night" plants where its goods become infected and damaged. That company had its annual dues returned to it many times over.

The Shippers' association worked out for another of its members a car arrival report which cut down the number of forms it had been using. The economy effected will make up for many years' dues.

Your own company will be benefited by a membership in the Shippers' Warehousing and Distributing Association at a cost of less than 7 cents a day.

Address your application to the association's president, John Simon, manager branch distribution, Keystone Steel & Wire Co., Peoria, Ill.

#### TRY IT FOR ONE YEAR!

yesterday was in response to a suggestion received by Mr. Simon recently in a letter from President Morse of the A. W. A. Mr. Tilden was made chairman of the new committee, with Mr. Snow and Mr. Wallace as members.

It was brought out that several of the shippers have cases which they believed the trade relations committee of the A. W. A. should take up, but that the shippers in question hesitated to make complaint in view of the friendly relations which have been developed between the A. W. A. and the S. W. & D. A. Assurance was given to-day, on behalf of the warehousemen, that if the shippers had complaints which they be-

lieved were justified, the A. W. A.'s trade relations committee not only would be glad to receive them, but that the names of both plaintiffs and defendants would be kept confidential. In other words, the A. W. A. committee is prepared to work quietly, and if the shippers' cases are found to hold water, the warehousemen complained of will be asked to correct their methods. It was pointed out, on the other hand, that if the shippers' complaints were unfounded, the A. W. A. trade relations committee would not hesitate to tell the shippers that. The traffic managers present considered this a satisfactory basis to work on, and the several cases in question will be presented to the A. W. A.'s trade relations committee, whose chairman is S. M. Woodson, president of the D. A. Morr Transfer & Storage Co., Kansas City, Mo.

**O**UT of a discussion of warehousemen's responsibility came a suggestion from Mr. Griswold that President Simon write to Dun's and Bradstreet's requesting that warehousemen be given ratings. On motion by Mr. Sinnott, Mr. Simon will write such letters. It was pointed out that the warehouse industry generally is in favor of an arrangement of that character. The shippers were urged by Mr. Smith always to "select your warehouse as you would your bank," which is an A. W. A. slogan, and to investigate all warehousemen with whom they would store.

#### Bonding

**T**HE bonding situation was brought into the discussions through the readings of correspondence which recently passed between a manufacturing company, which is a member of both the S. W. & D. A. and the American Specialty Manufacturers' Association, and Charles Wesley Dunn, counsel for the Specialty body.

The president of the manufacturing company suggested to Mr. Dunn that the Specialty association, "either through its committee on legislation or by direct appeal to warehouses throughout the country, try to secure surety bonds"—that is, general surety bonds "that will offer some protection to their customers in case of merchandise in store being lost, stolen or not properly accounted for." Alluding to the recent Illinois bonding regulations affecting warehouses, the writer continued:

"As to whether it would be best to attempt to secure similar laws, possibly with some changes, to provide greater security for the people who store their goods in public warehouses, I have no fixed opinion. It might be best first to take the matter up directly with the warehouses in the expectation or hope that they would see the advantage to them of being able to advise customers or prospective customers that their goods were protected by a surety bond.

"As between two warehouses otherwise offering equal facilities and prices, the one that offered this protection would, of course, be preferred."

Mr. Dunn in his reply to the manu-



facturer commented that "the question presented is patently of great interest to our members since, in the aggregate, they continuously store enormous quantities of goods in public warehouses throughout the United States." After outlining the warehouseman's liability under the Uniform Warehouse Receipt Act, Mr. Dunn continues:

"As I conceive the situation, in the abstract, it finally resolves itself to this:

#### Co-operation Needed

"First, the warehouse receipt should recite the degree of liability of the warehouseman for loss or damage to goods stored with him, and the rule for measuring such loss or damage by simple formula.

"Second, the warehouseman should insure the payment of such loss or damage, if had, by a general surety bond protective of all storers with him. Whether this result is to be secured by agreement or statute, or both, is the question for decision. The problem presented involves many considerations. Its correct and equitable solution requires the constructive and sympathetic co-operative consideration and action of both manufacturers and warehousemen."

Mr. Dunn pointed out in his letter that the Specialty association had recently created a special committee of public warehouses, of which the chairman is R. R. Clark, president of the Aunt Jemima Mills Co., St. Joseph, Mo., and that President Morse of the A. W. A. had appointed a trade relations commit-

tee. Mr. Dunn suggested that a conference be arranged between these two committees "for the consideration and proper adjustment of this matter." Copies of the correspondence was placed before Mr. Clark, who was represented at the meeting here to-day by Mr. Tilden, as the Aunt Jemima Mills Co. is a member of the S. W. & D. A.

#### Discussion of Responsibility

It was Mr. Tilden's thought to get the reaction of today's conferees and pass it up to Mr. Clark. Discussion disclosed a lack of agreement among the warehousemen present as to whether warehousemen necessarily should bond themselves, and also as to what extent such bonding would protect the shipper. Several storage executives expressed opinion that if a warehouseman was responsible financially, the circumstance of being bonded would not add to that responsibility. Others believed that bonding served to emphasize the warehouseman's responsibility.

#### Who Fixes Sufficiency?

It was stated by warehousemen that in States where bonding is required, the regulation works satisfactorily and is beneficial to the industry. Mr. Campau remarked that in States where bonding is not required it is difficult for anyone to fix the sufficiency of the bond. Fly-by-night warehousemen, he said, could get straw bonds just as saloon keepers did in the days before prohibition.

It was voted by the shippers that its

trade relations committee, Mr. Tilden, chairman, take up the problem with the trade relations committee of the A. W. A. and the warehouse committee of the Specialty association. The S. W. & D. A. directors, during a discussion at their meeting yesterday, adopted a resolution expressing approval of warehousemen being bonded.

It should be stated that the manufacturing company which brought the subject to the attention of Dr. Dunn is not the Aunt Jemima Mills Co. It is a company which distributes through more than forty warehouses. An analysis, made some months ago, of the warehouses it used showed that 25 per cent were bonded and another 25 per cent were also of undoubted responsibility although not bonded. The other 50 per cent were generally in the so-called fly-by-night class. Through the offices of the S. W. & D. A. these were gradually eliminated from the company's business and responsible warehouses received the accounts, and the changes were so satisfactory that the company promptly renewed its membership in the S. W. & D. A.

Association affairs of routine nature were discussed at yesterday's directors' meeting. A report received from the treasurer, P. T. MacKie, Baltimore, district freight agent there for the American Sugar Refining Co., showed that after payment of all outstanding bills the association had a comfortable margin in its money chest. It was voted to hold another meeting of the directors in September or October.

## In This Issue

	Page
STANDARDIZATION: An effort to simplify certain forms used commonly by shippers and warehousemen is to be made at a conference of storage executives on May 19 at the Department of Commerce in Washington....	7
RECIPROCAL RELATIONS: Traffic managers and warehousemen "got together" in Chicago on April 20 for discussion of mutual problems.....	10
BUSINESS IS BETTER: Charts tell the story .....	13
HOOVER AND TRADE ASSOCIATIONS: A. H. Greeley says that warehousing is not walking in what the Commerce Secretary calls the "twilight zone" .....	14
RAILROAD RATES: Complete text of brief filed with the Interstate Commerce Commission by the American Warehousemen's Association .....	16
WHEN WAREHOUSING BEGAN: History of the industry since 2200 B. C. First of a series of articles by H. H. Manchester .....	20
COMMON CARRIERS: Synopsis of State regulation of motor vehicles....	24

*And the Usual Departments and News Pages*

# Business Is on the Upswing

*And Reports Indicate That Conditions in Warehousing Are Keeping Pace*

THE United States is recovering its equilibrium after the terrific jolt it received when the machinery was reversed to go down the steep incline from war prosperity to the aftermath of peace. In the business world, confidence is returning, and reports from many sections of the country indicate that warehousemen have the conviction that the low point has been reached in the public storage industry and that an upturn is under way. Many warehousemen are stating that their business is improving gradually, that more inquiries are coming from manufacturers who use warehouses, and that they are confidently looking forward to larger occupancy of their space in the months ahead.

Business generally has been good since the first of January. The upward curve is not the result of temporary conditions but marks the beginning of the long swing up from the abnormal period of depression.

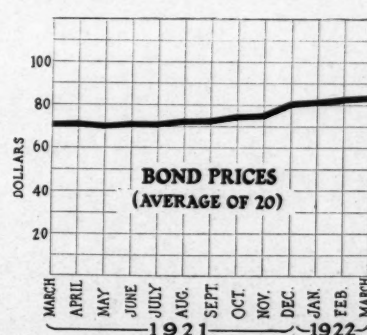
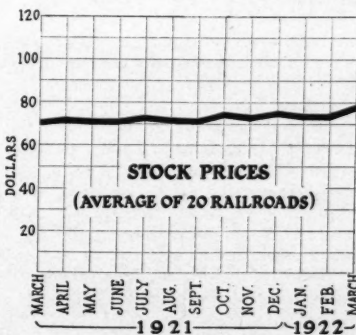
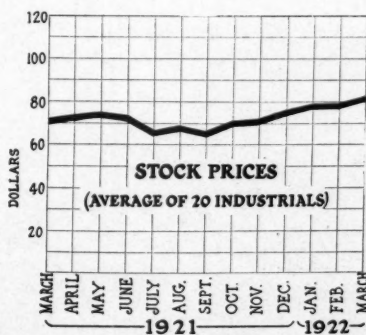
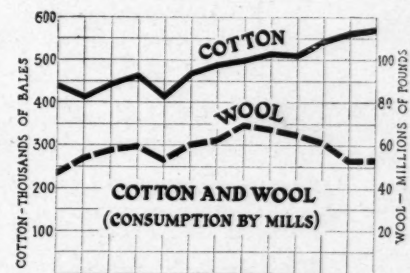
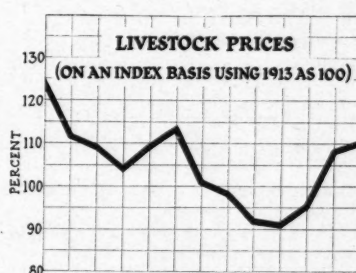
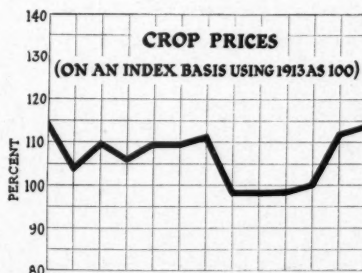
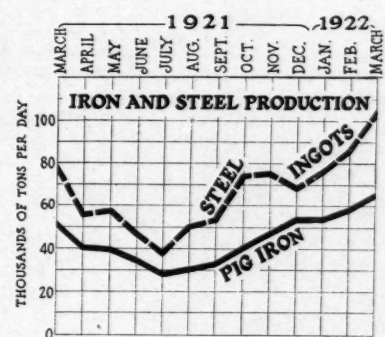
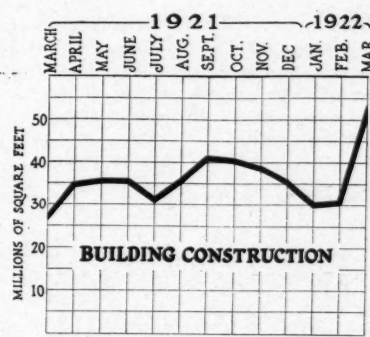
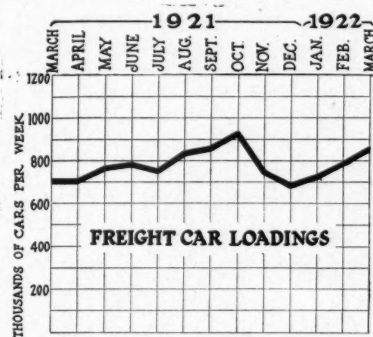
Basic industries, including agriculture, iron and steel, build-

ing construction, are moving forward steadily. Crop conditions are generally satisfactory. Railroad earnings have reached a new level and orders have been placed for many millions of dollars worth of new equipment. Carloadings of all freight except coal are increasing substantially. Bank clearings are growing larger. Stocks are buoyant, bonds are firm and the interest rates are trending steadily lower. Unemployment, except that which is voluntary, is decreasing. Export trade is increasing.

On the unfavorable side are the coal strike, New England textile disturbances, building trade troubles and a general strike of New England granite workers.

But the favorable conditions heavily overbalance the unfavorable.

The charts below are business indicators. They tell the story of nine major movements in American business from March 31, 1921, to March 31, 1922:





# Hoover Gives Encouragement to Trade Associations

*A. H. Greeley, Representing Warehousing at Washington Meeting, Emphasizes Possibilities of Co-operation with Division of Simplified Practice of Department of Commerce*

**T**RADe associations, whose future has been somewhat clouded by doubt as a result of recent Government investigations and Court decisions, are encouraged by Herbert Hoover, Secretary of Commerce, to go ahead with legitimate activities for the promotion of better business.

The Secretary told more than 500 representatives of trade organizations, who met with him at his invitation in Washington on April 12, that the trade associations of the country had raised the standards of business ethics and performed a great many functions which have made for lower costs of manufacturing and distribution and in general for the public welfare.

Not only did Mr. Hoover give official encouragement to the trade associations but proffered associations and their members the assistance of the Department of Commerce along information lines and asked their co-operation in assisting the Department to collect and publish statistics of interest and benefit to business.

The Secretary made it plain that the Department of Commerce could not advise trade association executives

of the legality or illegality of things they were doing. He suggested, however, that there were plenty of things they could do without getting into the "twilight zone" which might lead to Federal suspicion that they were attempting to stifle competition. He declared a large majority of the 2000 associations were performing entirely legal functions. He said association officers must decide for themselves whether they were in this class, as "the Department of Commerce cannot add to nor subtract from what the Attorney General has said and has no intention of trying to interpret the law."

Mr. Hoover gave a suggestion of the Government's attitude, however, when he stated emphatically that the Department of Commerce would not co-operate with any "open price association"—that is, any association engaged in the exchange, among its members, of confidential price information.

Outside the meeting itself developments also indicated that trade associations should consider the confidential exchange of cost information as being in the doubtful class from the standpoint of public policy.

**T**HE Secretary's statements in the meeting were supplemented by those of other Government officials and association secretaries, and the meeting was concluded with an invitation from Mr. Hoover for close co-operation with the Department of Commerce and the associations to bring about collection and wide dissemination of information on production, distribution and other business movements, all intended to aid commerce and industry and benefit the public.

## Warehousing Represented

The public storage industry was represented by Alton H. Greeley, Cleveland, who is a member of the public relations committee of the American Warehousemen's Association and also president of the American Chain of Warehouses.

Mr. Greeley expressed opinion after the meeting that there had been nothing to show that any of the activities of the national associations in the storage industry could be construed as being in what was called the twilight zone. Such cost information as is exchanged is not exchanged confidentially, but openly on the floor of conventions, and there is no disposition on the part of warehousing associations to retain such information exclusively for the use of their own members.

The possibilities of co-operation by

## STANDARDIZATION

**T**HE Division of Simplified Practice of the Department of Commerce at Washington offers for the public storage industry a new avenue leading toward standardization of forms, in the opinion of Alton H. Greeley, member of the public relations committee of the American Warehousemen's Association and president of the American Chain of Warehouses.

Mr. Greeley represented warehousing at a meeting of trade association delegates in Washington at the invitation of Secretary of Commerce Hoover, on April 12. Mr. Hoover's attitude toward trade associations was made known, and Mr. Greeley's reaction from the meeting was that an opportunity presented itself for co-operation between warehousing and the Department of Commerce.

Subsequently the Division of Simplified Practice began an inquiry into standardization in the warehouse industry.

Read this story of developments important to the progress of warehousing.

warehousing associations with the Division of Simplified Practice of the Department of Commerce impressed Mr. Greeley strongly. One of the speakers at the Washington meeting was William A. Durgin, the Division's chief, who outlined briefly the work he has in hand.

"It would be to warehousing's interest to co-operate with the Division of Simplified Practice," Mr. Greeley said. "Here is offered a channel for making uniform the methods of reducing distributing costs. Mr. Durgin has accomplished much in simplifying in other lines of industry and has saved, for some associations, millions of dollars a year. The Statistical Department also possibly should be able to do something for warehousing."

## Inquiry into Standardizing

Subsequent to the meeting Mr. Durgin began an inquiry into simplification and standardization of forms and papers used in shipping, warehousing and allied activities. He expressed an interest in having filed with him such forms as already have been standardized in warehousing and indicated his readiness to co-operate, looking toward expansion along that line.

With the recent Supreme Court decision in the "hardwood case," declaring illegal the exchange of confidential price



information, and the investigating activities of the Department of Justice uppermost in the minds of the delegates, Secretary Hoover gave the Washington meeting a favorable start by stating that a canvass of the 2000 odd trade associations had shown only a small minority engaged in activities leading to suspicion of restraint of trade. He said the open price associations were in doubt, and that the Government believed they were not right, regardless of whether they were violating the law. He said the problem was to eliminate the bad among trade associations without destroying the good. He held emphatically that "legitimate trade associations are a help to business and the country and should be encouraged." He thought it should not be difficult for any association to determine whether its activities were legitimate—that is, in the interests of the public as well as its members.

"Why not keep out of the 'twilight zone'?" he asked. "There is plenty to be done for the good of business and the country without engaging in activities that cause suspicion."

As the spirit of the meeting developed in the general discussion, it became plain that many of the delegates wanted to know, as one put it, what business can do within the law, a question of direct interest to manufacturers, wholesalers and retailers and their associations. Chairman Gaskell of the Federal Trade Commission threw some light on this subject by declaring that the Government, under the law, must "oppose all attempts at monopoly as destructive of justice for all." He said the Government could not attempt to advise business whether something it contemplated doing might violate the law, but suggested that it should not be difficult to keep within bounds of free and fair competition, which Secretary Hoover had previously described as the foundation of the American idea of business.

Mr. Gaskell asked for closer co-operation between business, through its associations, and the Government, to maintain freedom of competition. "Nothing can be accomplished," he said, "if the Government and business are suspicious and hold each other at arm's length."

Secretary Hoover emphasized the real purpose of the meeting as a desire by the Department of Commerce to present at first hand its request for the co-operation of trade associations in the collection and dissemination of business information. Accurate knowledge of facts regarding production, stocks of finished and unfinished materials, distribution, etc., are essential, he said, to intelligent management of business. The Department, "created to promote commerce and industry," wants to get the information and make it available for business and the public, but cannot do it without the co-operation of business. The Department cannot and does not want to force business to give information. It wants co-operation and believes that the trade associations are the key to the situation. He suggested that association executives, individually and by groups, work out means of passing information on to the

Government and then come to the Department with the details of their plans of co-operation.

The Secretary left with the delegates the thought that business can avoid over-production and under-production, and the consequent hardships on labor and the wholesale and retail trades, only when it can obtain from competent sources accurate information on production, demand and other basic factors of business analysis. He said the Department of Commerce wanted to be such a source of information and wanted business by co-operating to help itself and the country.

"The trade association is a college of business," Mr. Hoover said at one point

in the meeting. "So long as its activities are such as to fulfill that primary educational function, no question of law will ever bother it. It is when it steps outside of the educational field that it goes into the twilight zone."

"There are so many useful constructive functions for a trade association to perform that it seems foolish to take the chances entailed in entering that twilight zone. Moreover, it is doubtful where there is any real economic advantage to be gained by members of the trade association through the activities in this twilight zone."

"The commercial value to members of such activities has been greatly exaggerated."

## Warehouse Space Classified

### By Domestic Distribution Department

BASED on information contained in listings in the annual Warehouse Directory of *Distribution & Warehousing*, a chart has been prepared by the Domestic Distribution Department of the Chamber of Commerce of the United States showing that 55.3 per cent of the public warehouses of the United States are engaged in handling general merchandise exclusively; 24.7 per cent handle household goods exclusively, and 14.5 per cent are exclusively in the cold storage business. The other 5.5 per cent. are unclassified.

As the graph reproduced herewith shows, the scale of storage space *per capita* is estimated as follows:

General merchandise	... .714 sq. ft.
Household goods	..... .319 sq. ft.
Cold storage	..... .187 sq. ft.
Unclassified	..... .071 sq. ft.

The chart shows that in Canada 42.9 per cent of the warehouses handle cold storage exclusively; 35.6 per cent, general merchandise exclusively; 18 per cent, household goods exclusively; unclassified, 3.5 per cent. The *per capita* figures are:

Cold storage	..... .243 sq. ft.
General merchandise	... .202 sq. ft.
Household goods	..... .102 sq. ft.
Unclassified	..... .020 sq. ft.

#### United States

(100 %)	
.187 Sq.Ft.	Cold Storage Exclusively (14.5 %)
.319 Sq.Ft.	Household Goods Exclusively (24.7 %)
.714 Sq. Ft.	General Merchandise Exclusively (55.3 %)
.071 Sq. Ft.	Unclassified (5.5 %)

#### Canada

(100 %)	
.243 Sq.Ft.	Cold Storage Exclusively (42.9 %)
.102 Sq.Ft.	Household Goods Exclusively (18.0 %)
.202 Sq.Ft.	General Merchandise Exclusively (35.6 %)
.020 Sq.Ft.	Unclassified (3.5 %)

# Warehousing Files Brief on Railroad Rates with Interstate Commerce Commission

"Railway rates and, in a lesser degree, all other transportation rates, combine to form one of the most important divisions of distribution expense. Indeed, transportation may be identified as almost the one essential act in the distribution of a commodity.

"For this reason an examination is justified into some of the causes contributing to the present state of confusion between railway freight rates, the localities of production and the localities of consumption."\*

THE public merchandise storage industry's position with relation to readjustment of the railroad's freight rates has been placed before the Interstate Commerce Commission in the form of a brief prepared by the American Warehousemen's Association.

The brief first sets forth warehousing's claim of interest in the relationship of one rate to another. In substantiation of that claim the document points out that the public warehouse serves a definite purpose in the scheme of distribution. This the brief does by reviewing briefly the development of distribution. The Interstate Commerce Commission, of course, has considerable knowledge of the subject of distribution, so the brief is phrased to direct the Commission's attention particularly to facts which identify the public warehouse with distribution.

As its next logical step the brief shows that the warehouse functions economically. Having set forth warehousing's right to be interested in freight rates, the brief emphasizes the close relation between warehousing and

transportation, in order that there may be finally presented, in a logical manner, the storage industry's views on rate revision.

In filing this brief it is not the thought of the American Warehousemen's Association to present to the Commission a discussion of warehousing in all its phases, but rather to present those phases affected by the spread between carload and less-than-carload tariffs.

The document was prepared by the A. W. A.'s railroads and steamships committee of which Roy C. Griswold, president of Griswold & Walker, Inc., Chicago, is chairman. The detailed rate analysis is the work of William J. Buchanan, Minneapolis, a member of the committee and who is manager of the Minneapolis Terminal Warehouse Co. Mr. Buchanan is a freight rate expert of many years' experience, having engaged in railroad traffic work prior to entering the warehouse business. The brief was approved by W. W. Morse, Minneapolis, president of the A. W. A., before being filed with the Commission. It reads:

"To the Interstate Commerce Commission, Washington, D. C.:

"While the Commission has under consideration the mass of testimony offered in connection with the general inquiry, with respect to freight rates, the American Warehousemen's Association and the Central Warehousemen's Club, the combined membership of which comprises all of the principal warehouse companies of the United States, wish to direct the attention of the Commission to the intimate relation that has developed within the past few years between the warehousing industry and distribution generally and to urge the necessity of making a general rate re-adjustment with due regard for the needs of that industry.

"It is true that the warehousing industry has never had nor does it now have a direct interest in the measure of rates, but under the development of the past few years has become vitally interested in rate relationships, particularly the relationship between carload and less-than-carload rates. It is in respect to this latter phase of rate-making that we wish to impress upon the Commission that distribution economy lies in the upbuilding of the warehousing industry through the influence of proper rate structures.

"In order that the interest of the warehousing industry in rate structures may be clearly shown, permit us to review briefly the development in distribution service which has caused that

## SIX PURPOSES:

WHY the public warehouse industry has presented to the Interstate Commerce Commission a brief setting forth the industry's viewpoints on the subject of railroad rate revision, may be summarized as follows:

1. To prove to the Commission that the warehouse industry has a legitimate interest in freight rate structures.
2. To prove that the warehouse industry has become necessary to distribution.
3. To prove that the purpose served by the warehouse industry is an economic one.
4. To show to the Commission the close relationship between warehousing and transportation.
5. To prove to the Commission that it is possible to effect a downward revision of rates without penalizing the carriers' net revenue.
6. To prove to the Commission that the interests of the carriers, the shippers and the public will be served by recognition of the warehouse industry's contentions.

industry to become one of the principal economic factors in the scheme of distribution.

## What Is Distribution?

"Distribution is by no means a new term. It has always been used but with no adequate conception of what constitutes distribution service.

"The manufacturer has applied it to the results of his sales activities; the transportation man to the physical movement of commodities; the wholesaler and retailer have thought that distribution began with them and ended with the consumer; every warehouseman refers to his service as 'storage and distribution.' But distribution is all of these combined. In other words distribution is everything that happens to commodities between production and consumption. Under this interpretation distribution service becomes the chief factor in 'cost to the consumer.' It is, therefore, important that the needs of every distributive agency be given the most careful consideration to the end that the development of economic agencies may be encouraged.

## Development of Distribution Service

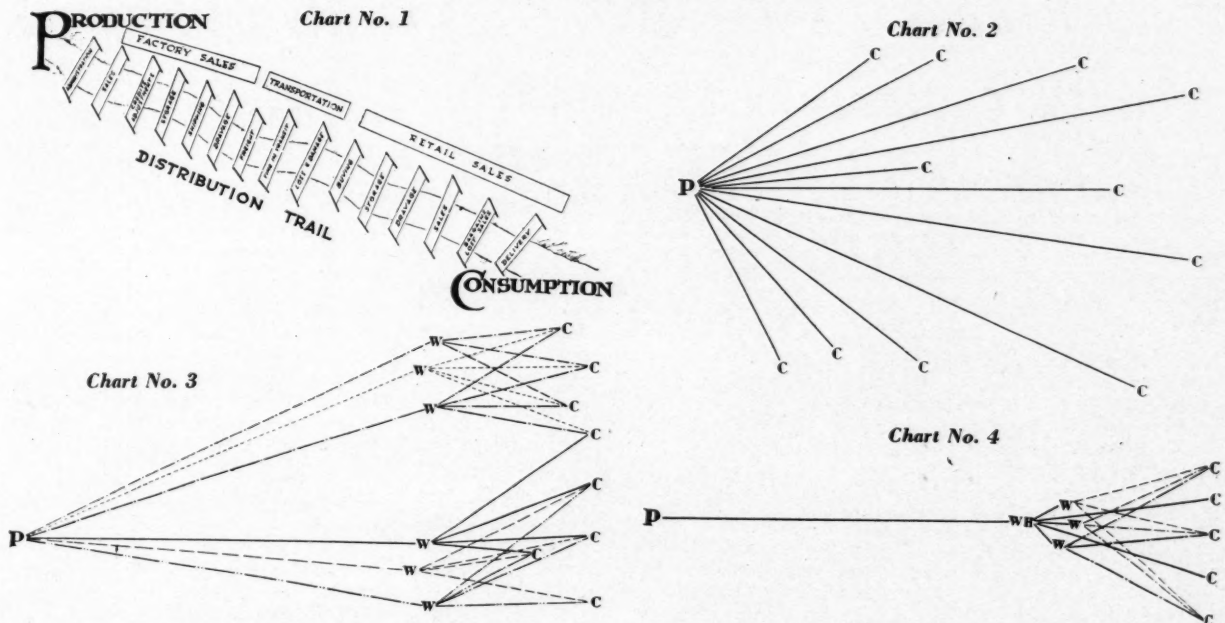
"We have graphically illustrated the development of distribution in a series of charts which are attached hereto and form a part of our Brief.

"Chart No. I illustrates the Distribution Trail from Production to Consumption. It will be noted that this trail is

\*From bulletin of Department of Domestic Distribution of United States.



### Chart Employed to Illustrate Brief Filed with Interstate Commerce Commission on Behalf of the Warehouse Industry



No. 1 sets forth the many and costly factors which take toll along the trail from Production to Consumption. No. 2 illustrates the earliest phase of modern distribution—Producer to Consumer with only the Retailer between. No. 3 shows fewer "long trails" leading from Producer, as compared with No. 2; factory sales expense, transportation expense, time consumed and hazard of loss all are reduced, the trails leading through the Wholesalers. No. 4 brings the Public Warehouse (W) into the scheme of distribution; for a greater part of the distance the Producer has only one trail to follow—instead of eleven as in No. 1 or six as in No. 3.

blocked at every turn by 'toll gates' each taking toll and adding its bit to the price that the ultimate consumer must pay.

"These toll gates represent the cost of various classes of essential service incident to distribution and cannot be entirely eliminated. Therefore the problem is to minimize these costs by combining two or more under one service or by the application of economy in the performance of the service.

"Chart No. II illustrates the earliest phase of modern distribution: Direct from Producer to Retailer, thence to Consumer.

"Here we have 'distribution trails' running in all directions from Production to Consumption, the point of divergence being at the beginning of the trails. Each lot of merchandise travels through all of the distribution channels as a separate lot. Maximum expense is therefore incurred for every service incident to distribution.

"A natural development would be to consolidate these various shipments over a substantial portion of the journey from Production to Consumption.

"Chart No. III illustrates the manner in which this was accomplished. Here you will note is a smaller number of trails diverging at Production and leading to various wholesalers, where they are split up in numerous trails through Retailer to Consumer.

"The first effect of this development was to create a new group of expense

under the head of 'wholesaler's expense' which duplicated the items shown in Chart No. I under 'factory sales expense.'

"These additional expenses were offset to some extent by a reduction in factory sales expense as those items were applied to a smaller number of transactions and larger units. Transportation expense was reduced to the extent of the difference between carload and less-than-carload rates; less time was consumed in transit and the hazard of loss and damage reduced to a minimum.

"The retailer became the beneficiary in that his source of supply is close at hand and consolidated. Buying expense is therefore less; less capital is tied up in 'goods in transit'; complete stocks can be maintained at less expense for storage, interest, insurance, etc.; turn-over is improved and drayage is substantially less because of the single source of supply.

"Another economy lies in the fact that the wholesaler's sales effort is applied to many lines. For example: while a salesman is selling canned corn, he is also selling tomatoes, soap, prunes, flour, etc.

"But it was found that distribution economy could not always be served through the wholesaler. The maintenance of complete stocks for the sole benefit of the customers of a single wholesaler was often found impractical and certainly lacks economy. Some commodities are seasonable with respect to production but subject to a constant demand. The wholesaler cannot hope to

provide storage space necessary to such a movement. Other commodities move in such small volume that each wholesaler cannot afford to purchase in carload quantities.

"Development of the warehousing industry followed in response to a demand for the solution of these distribution problems.

"Chart No. IV illustrates the latest phase of distribution: the movement of merchandise from Production through public or private Warehouses to Consumption, either via the Wholesaler or direct to Consumption through the Retailer.

"Note that but one trail leads from Production to the Warehouse with shorter trails leading from the Warehouse to Wholesaler or direct to Consumption through the Retailer.

#### Economic Purpose Served by Warehousing Industry

"Warehousing is not a sales agency nor is it a transportation agency and cannot therefore displace existing distribution agencies that serve those purposes. On the other hand, the warehousing industry, having been developed in response to commercial demand, has itself a definite purpose which can be served by no other agency.

"Turn for a moment to Chart No. IV and note that merchandise travels in a single channel over a substantial portion of the journey from Production to Consumption. Freight cost is therefore



reduced to the extent of the difference between carload and less-than-carload rates. Loss and damage are practically eliminated. There is a material reduction in 'time-in-transit' which in turn is reflected in definite and substantial savings in every item of expense under 'factory sales' and 'retail sales.' The carrier is free from expensive terminal service and transfer en route incident to the transportation of large volumes of less-than-carload freight and terminal congestion is relieved. The needs of all wholesalers, retailers and even consumers in defined territories can be supplied from a single stock of a given commodity. It naturally follows that merchandise turnover of producer, wholesaler and retailer is greatly improved.

"The wholesaler eliminates the expensive back-order because his source of supply is close at hand. The retailer always has goods on his shelves or within easy reach.

"All of these benefits are to be secured through the intelligent use of warehouse facilities. It seems clear therefore that the warehousing industry serves a definite economic purpose in the scheme of distribution and cannot be ignored in the discussion of questions relating to distribution economy.

#### Relation of Warehousing Industry to Transportation

"The warehousing industry in its present development is founded on carload movement of commodities from point of production to point of distribution, thence in less-than-carload quantities to consuming territory.

"Intelligent selection of a distributing point will take into consideration the following factors:

"I. Proximity to consuming territory in order that the distributive less-than-carload movement may be confined to a single line of railway. Proper regard for this feature will insure maximum carload haul and enable the distributor to meet the demands for expedited service without requiring the carrier to provide service that cannot be performed profitably.

"II. Spread between the carload and less-than-carload rates from point of production to both the point of distribution and point of consumption in order that maximum saving in freight charges may be effected.

"III. Railroad facilities that will permit the widest distribution under economical conditions.

"Thus it will be seen that the warehousing industry bears a definite relation to our transportation system, and economy can be well served by co-ordination of the two facilities.

"The service performed by the warehousing industry relieves the carrier from the performance of service that can be furnished only at a prohibitive cost.

#### Carload Traffic vs. L. C. L. Traffic

"The movement by carriers of less-than-carload freight requires special service of all kinds:

"(a) Costly terminal facilities.

"(b) A large force of freight handlers not only at point of origin

and destination but at interchange points as well.

"(c) A large clerical force at local stations to check, bill and abstract the many small shipments.

"(d) A large force of clerks in the accounting department is required to properly check and record the numerous transactions involved.

"(e) A large clerical force in the claim department to investigate claims for loss and damage.

"The expenditure in connection with carload traffic for these items is comparatively small.

"During the last few years radical changes have been made in the equipment used by carriers. The freight cars of 15- and 20-ton capacity have been replaced by cars of 30- and 50-ton capacity. The cars weighing 13 tons have been replaced by cars weighing 20 tons. The \$400 car has given way to the car costing \$1,500. Corresponding increases have been made in the size, weight and cost of locomotives. It is to be presumed that these changes have been made in the interest of economy. But let us see to what extent economy prevails in the use of this expensive equipment.

"A careful analysis of the traffic in and out of a large distributing center discloses the fact that the average car of l. c. l. merchandise contains about six tons of revenue producing freight. For each 6-ton load of l. c. l. freight hauled the carrier must haul 20 tons of car, an overhead in non-productive weight of 333 per cent.

"The average load of carload freight is found to be about 15 tons and is hauled in the same 20-ton car with an overhead in non-productive weight of but 133 per cent.

"In addition to these heavy operating costs in connection with l. c. l. traffic there is the excessive cost due to handling large volumes of l. c. l. merchandise through large terminals that have long since become congested beyond the point of efficiency and economy in operation. These terminals cannot be expanded to meet the ever-growing demands except at prohibitive cost and it seems impossible that the carriers can continue to handle an ever-increasing volume of l. c. l. traffic without imposing excessive rates.

"During the year 1919, Class I carriers hauled a total of 2,044,392,447 tons of freight. Of this amount 93,939,796, or 4.6 per cent, was l. c. l. merchandise.

"The average load per car of all freight was 25.46 tons, which indicates that the carriers hauled a total of 80,298,211 loaded cars. On the basis of an average of 6 tons per car of l. c. l. freight, 15,656,635 cars were required to handle the l. c. l. tonnage. That is to say, 19.5 per cent of the total number of loaded cars were used in hauling only 4.6 per cent of the total tonnage.

"Assume that only 25 per cent of the l. c. l. tonnage had been diverted to carload channels, there would have been a saving in loaded cars hauled of 2,991,726, to which we must add 31 per cent, which was the relation between loaded and empty movement, making a total saving in cars hauled of 3,919,161. This

seems like an eloquent argument in favor of encouraging the movement of traffic in carload channels.

#### Cost vs. Rates

"The Commission knows well that there has never been a direct relation between railroad rates and the cost of the service for which the rate is charged. No attempt has been made by the carriers to determine the cost of the various classes of service performed.

"Possibly the failure to do so can be attributed to two facts. First, until the past few years the relation between operating revenues and operating expenses has been about 50 per cent, leaving fifty cents out of each dollar earned available for the payment of taxes, fixed charges and dividends. Second, during the past few years there has been a constantly decreasing margin between operating income and operating expense, but the carriers have found the Commission ready to recognize their need for increased revenue by horizontal rate increases rather than demanding a showing of cost to determine which rates should be increased.

"It is unnecessary for us to trace for the Commission the various steps in rate making whereby we have reached a general level of freight rates that is from 68 per cent to 75 per cent higher than the level of rates under which the carriers enjoyed their greatest prosperity.

"We wish however to urge upon the Commission the extreme necessity for a scientific study of costs with respect to particular classes of service in order that rates may be made in proper relation to those costs and each class of service be made to bear its proper proportion of expense.

"We cannot offer exact figures because costs have never been determined but we feel that the facts herein disclosed prove beyond a reasonable doubt that the difference between the cost of handling l. c. l. traffic and the cost of handling carload traffic is not recognized in the present rate structures by an adequate spread between carload and l. c. l. rates. In fact only l. c. l. rates or any quantity rates are provided on many commodities.

"For example, the rates on candy from Boston to Minneapolis, a distance of 1432 miles, is \$1.88½ l. c. l. and \$1.43½ c. l., minimum 30,000. For each 100 pounds of candy hauled from Boston to Minneapolis in less-than-carload channels the carrier must haul 310 gross ton-miles.

"For each 100 pounds of candy hauled from Boston to Minneapolis in carload channels the carrier hauls 167 gross ton-miles.

"In carload channels the carrier hauls 46 per cent less gross ton-miles but for that service charges a rate which is only 24 per cent less than the l. c. l. rate. But this is not all: for the carrier must load the l. c. l. shipment at Boston and unload it at Minneapolis with possibly one or more transfers en route, while the carload shipment is loaded by the shipper and unloaded by the consignee.

"Is it not apparent that a method of making rates with proper relation to

cost would produce a carload rate on candy sufficiently low to encourage the movement of that commodity to the greatest possible extent in economical carload channels?

"We will offer just one more illustration on this point. The rates on canned goods from Chicago to Minneapolis are 44 cents l. c. l. and 34 cents carload, minimum 36,000 pounds.

"12,000 lb. Chicago to Minneapolis @ 44c. ....	\$52.80
"Cost of loading and unloading. . .	12.00
"Revenue per car l. c. l. ....	\$40.80
"36,000 lb. Chicago to Minneapolis @ 34c. ....	\$122.40

"It will be noted that the earnings per car in carload movement are more than three times as much as is earned per car in l. c. l. movement. How long can the carriers afford to continue the high carload rate of 34 cents, thereby forcing the traffic into a channel that yields a revenue of only \$40.80 for hauling a car from Chicago to Minneapolis, when a rate of, say, 26 cents would encourage the movement in the more economical carload channels and yield a revenue per car of \$93.60 and without taxing the terminal facilities at either point?

#### Effect of Freight Rates on Warehousing Industry

"Little need be said on this subject, for we have already explained how the warehousing industry has been developed in response to commercial demand and has become one of the principal economic factors in the scheme of distribution.

"We have shown the intimate relation that now exists between the warehousing industry and our transportation system.

"We have shown that the warehousing industry is founded on the economy of moving commodities in volume units.

"We have shown that intelligent use of warehouse facilities by shippers will enable the carriers to restrict their non-compensatory less-than-carload service, not only without hardship on the shipper or public, but with decided benefit to shipper, carrier and public alike.

"It must be apparent therefore that unless the spread between carload and less-than-carload rates properly reflects the excessive cost to the carrier of l. c. l. traffic as compared with carload traffic, the warehousing industry cannot fully serve its economic purpose, which is to equalize distance, freight charges, time, storage, drayage, turnover, etc.

"For years past expediency has been an important influence in the construction of rates, but expediency is based on what appears to be immediate needs without regard for changed conditions which may be brought about in the future.

"The claims of communities or commodities as opposed to other communities or commodities have been considered to the exclusion of other rate-making factors, particularly 'Cost of Service.' This practice has brought chaos into our rate structures, which have been made still more chaotic by recent horizontal advances.

"Horizontal rate adjustments whether

up or down are vicious in their nature and lack every element of scientific rate making. Inequalities in existing rate structures are preserved, market and commodity differentials are arbitrarily changed and the very purpose for which the adjustment is made is most apt to be defeated.

"We respectfully ask therefore that the Commission give careful consideration to these facts, and urge upon it the importance of the immediate establishment of carload rates, which properly recognize the economy of carload movement, on all commodities on which no carload rates are now provided.

"We urge upon the Commission the necessity for creating a proper spread between l. c. l. rates and existing carload rates by immediate reduction of such rates as do not fully recognize the economy of moving freight in carload quantities as compared with l. c. l. quantities.

"We further urge the propriety of establishing maximum carload rates that will reflect the economy of moving freight in maximum units as opposed to minimum carload units, to the end that the movement of freight in the most economical channels may be encouraged to the greatest possible extent.

"We respectfully suggest that the Commission require the carriers to make careful study of their cost of service in order that the method of constructing rates in proper relation to cost may be introduced in the near future.

#### Need for Immediate Action

"We do not for a moment place the blame for business depression upon the carriers for we fully realize that depression must naturally accompany the process of deflation which inevitably follows a period of universal inflation.

"On the other hand we cannot fail to recognize the fact that failure to apply the process of deflation to transportation rates is an important factor in delaying the restoration of normal business conditions.

"We are not unmindful of the fact that the carriers are themselves victims of this depression and recognize the danger of further depletion of their net revenues.

"We do not agree with the statement that reductions on specified commodities will result in increased traffic sufficient to offset the reduction in rate, for if stimulation follows piece-meal reductions it will be at best a one-sided stimulation and will not permit the economy of operation necessary to preserve net revenues.

"Traffic must be stimulated in all directions and in the most economical channels. We therefore suggest that the logical manner of accomplishing that purpose would be the immediate reduction of all carload rates without disturbing l. c. l. rates for the present. It seems probable that traffic would be sufficiently stimulated in every direction to offset the reduction but in the event that some commodities did not respond by an increase in carload traffic, the carriers would continue to receive their

present revenues for the l. c. l. movement.

"After the carriers have determined reliable cost data, both c. l. and l. c. l. rates can be revised in proper relation to those costs.

"We wish to make clear to the Commission that we are not here seeking a rate adjustment for the sole purpose of stimulating the warehousing industry but rather to emphasize the fact that in warehousing service is found the solution of many of the distribution problems that have prevented the restoration of normal business conditions.

"We have tried to show clearly the intimate relation that exists between the warehousing industry and the transportation system and the need for establishing perfect co-ordination of these two distribution agencies through the establishment of proper rate structures.

"These facts and suggestions are respectfully submitted with every assurance that it is the desire of the warehousing industry to co-operate with the Commission, the carriers and the shippers to the end that distribution economy may be served and that the consuming public may enjoy the advantages of the most economical distribution service."

#### Occupancy Light in Kansas City

KANSAS CITY, April 22—A definite increase in volume of merchandise going into Kansas City territory has marked the business for April. This is practically all "distribution," since stocks have not yet shown much tendency to accumulate in warehouses. The occupancy of merchandise warehouses is comparatively light; and the minimum level to which producers and distributors can permit supplies available for quick movement, to sink, seems to have been reached.

Trade by retailers of the territory seems to be of such moderate extent that stocks can be adequately maintained by means of shipments direct from manufacturers.

Retailers themselves, however, are on "uneasy street" lest the demand should abruptly expand and find them without goods to meet it—especially since they are aware that their sources of supply are in many cases distant.

#### "Hodge" New Name of "Springfield"

SPRINGFIELD, OHIO, April 13—Announcement is made by H. H. Hodge of the Springfield Transfer & Storage Co. that the name of that firm has been changed to the Hodge Storage & Cartage Co. Office and warehouse are located on the Pennsylvania Railroad, just west of Center Street.

#### Partnership Dissolution

MILWAUKEE, WIS., April 23—The brokerage and storage business operating under the name of Gregory & Riedel will be continued by John W. Gregory as a result of recent dissolution of partnership proceedings. The partnership was dissolved by mutual consent, Mr. Gregory taking over all of the assets and liabilities as well as contracts.





Bringing goods into the warehouse—from an Egyptian tomb painting about 4000 years old. Note the overseer bossing the job and three scribes keeping tally

# History of the Warehouse Since 2200 B. C.

By H. H. MANCHESTER

IT is a remarkable fact that the story of the warehouse begins practically with the dawn of civilization. The evidence for this statement comes from the inscriptions and pictures which have been discovered in the interiors of the pyramids and rock tombs of Egypt.

These hieroglyphics and paintings themselves owe their existence to the idea of conservation which was applied by the Egyptians not only to goods, but to the body after death. As early as the 1st Dynasty they had developed the belief that the soul would live as long as the body continued to exist. In consequence of this they mummified the body, and built the rock tombs and pyramids to protect the mummy. In some of the earliest tombs we find grain and various goods which had been placed there in the belief that their doubles would supply the soul in the hereafter. For the same reason they pictured in the tombs the most important scenes of Egyptian life, with the idea that the

doubles of the workmen represented would continue to serve the soul in the "Land of Osiris."

Some of these pictures are particularly interesting to us in representing granaries and warehouses for many different sorts of articles.

Perhaps one reason why the warehouse was early developed in Egypt was that during the annual overflow of the Nile most of the country was covered with water, and the people, implements, and goods had to be gathered into the cities and towns which stood like slightly raised oases in a desert of water.

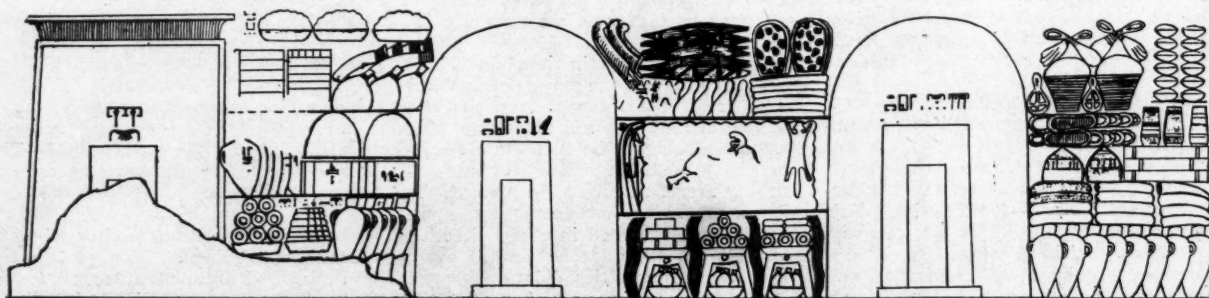
The first storehouses which we find notice of were for grain. Thus in an inscription of the 6th Dynasty, some five thousand years ago, Ibi, a district governor, tells of when he was commander of the storehouse of the granary.

Certainly warehouses for other things, if not already in existence, were developed soon afterwards. An inscription of Mentuhotep in the 12th

Dynasty, perhaps 2200 B.C., records that he was "overseer of the double granary, of the double silver house, and of the double gold house." In the same Dynasty we hear also of the "warehouses of the count" and of the "storekeeper of the palace." In the 13th Dynasty we read that the "lay priesthood of the storehouse of offerings" were to be used in the cleaning of the temple to which the offerings belonged.

These records indicate that in the time of the Mephite rule over Egypt, the Government, district governors, temples, and cities all had warehouses into which goods were collected before being distributed and consumed.

With the 18th Dynasty, the records mentioning warehouses become more frequent and give us a more general view of the subject. Every great department of the State, Government or city had its own warehouse. This principle of division led to specialized warehouses which were filled with the goods pertaining to one department.



The doors of an Egyptian warehouse, with the goods shown between them, about 1500 B. C.—from a painting in the tomb of Rekhmara



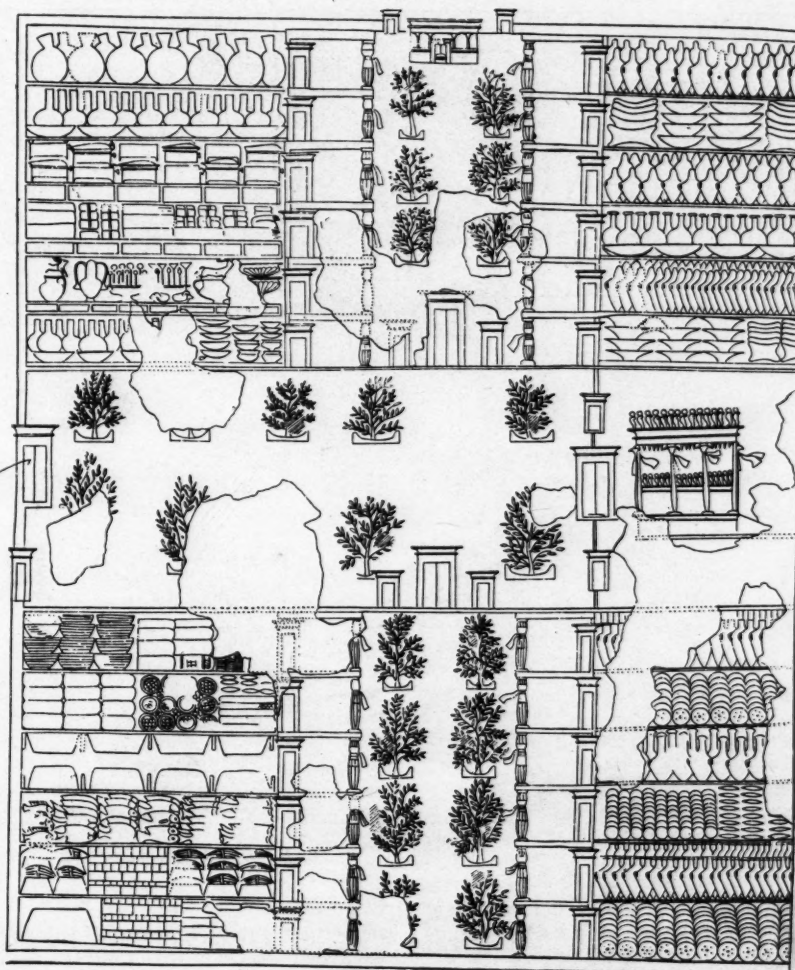
Thus we read of the white warehouse, where linens and jewels were kept, and sometimes wine; the gold storehouse; the warehouse for preserved fruits; the granary; the warehouse for liquors; and the armory. In addition to these, ten other different sorts of warehouses are mentioned, the use for which is as yet uncertain.

In addition to the specialization in the warehouses themselves, each one was itself subdivided into rooms or chambers which were reserved for their own particular kind of goods. In the warehouse for provisions, for example, there were chambers for fruits, wine, beer, meat, and bread, as well as various other objects not easily identified.

The granaries of course were of tremendous importance. We all remember how Joseph collected the surplus from the seven years of plenty into the granaries, from which it was distributed in the seven years of famine. The pictures show that the granaries were usually about two stories high, with a dome on top. The grain was carried by hand up a ladder or a flight of stairs, and poured in at the top, but was removed through a door at the bottom.

The other warehouses also seem frequently to have been of two stories, though probably not always. A provision house at Tel el Amarna (see page 23) is well defended by gates and walls. Inside is a court around which are eight chambers filled with all sorts of great jars. From the rear chamber is a staircase leading to a story above, the low rooms of which may be distinguished in the painting. In the middle of the provision house is a small house in which the more valuable wares might be protected.

Another warehouse at Tel el Amarna (illustration above) was used for more general purposes. It consisted of four blocks, divided by two avenues



*An Egyptian warehouse at Tel el Amarna, about 1500 B. C.—from a painting in the tomb of Merya*

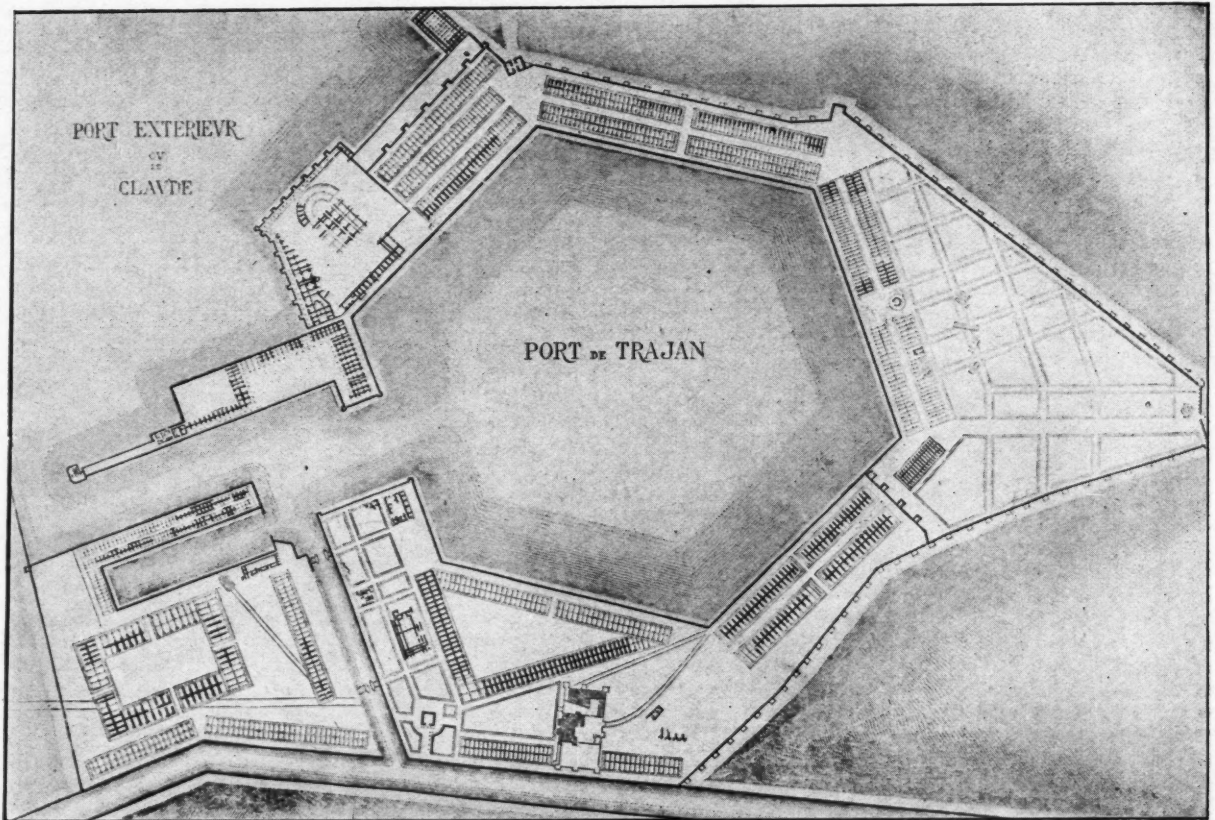
which intersected each other in the form of a cross. Along these avenues were planted trees, a fact which gives some indication of the size of the warehouse. At the entrance-gate in a small courtyard was a kiosk, which

was occupied by the superintendent during the receiving and distributing of the goods.

Two of the arms of the cross were lined by porticoes, under which were the entrances to the chambers for the wares. There seem to have been twenty-four of these smaller rooms, in which may be distinguished jars of wine, linen chests, fruit, dried fish, and various vessels, some of which may



*Carrying grain and other goods to the warehouse—from an Egyptian tomb painting about 4000 years old*



*The warehouses about the Port of Trajan, Rome*

have been filled with merchandise, while others were possibly being guarded for their own sake.

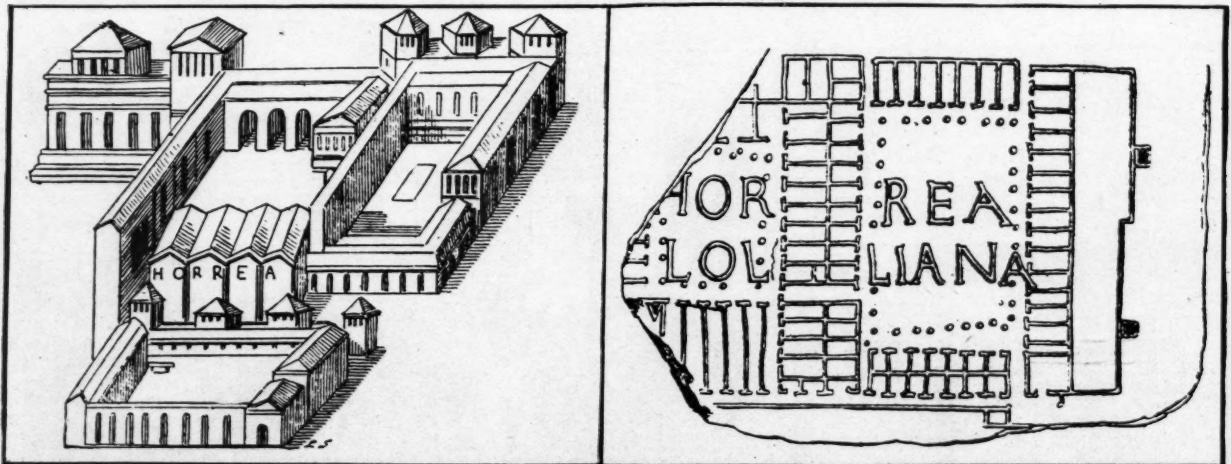
Such extensive warehouses required a comparatively large force of officials. Beginning at the top of the list, there were directors, superintendents, auditors, accountants, storekeepers, porters, and laborers. Frequently the administration of the warehouses was under the direction of great nobles,

while even the sons of kings did not deem it derogatory to their dignity to be entitled governor of the warehouse.

The warehouses of the towns had fewer officials. They were concerned principally in the receiving of the goods in lots from each individual, and merely seeing to it that these wares were not disturbed until the individual himself called for them. In this way they fulfilled much the same

purpose as the modern warehouse in storing and protecting the goods until ready for distribution and consumption. One notable feature in connection with the Government warehouses was that the employees who were rendered unfit for work by old age were pensioned for the remainder of their lives.

There are not sufficient data in existence to give any consecutive ac-



*At left, an ancient picture of Roman warehouses. At right, an ancient Roman plan of the interior of a warehouse*





At left, small military warehouses at a Roman war base. At right, outside and interior of Egyptian granaries some 4000 years ago—from two tomb drawings

count of warehouses in the rest of the ancient Mediæval countries whose rule followed immediately upon that of Egypt. We know, for example, that the Phœnicians had many warehouses into which products from different parts of the world were gathered to be redistributed by commerce into other countries where they were in demand, but we know nothing of their construction or administration. One highly interesting sidelight is furnished by the fact that the Egyptians themselves, in the 20th Dynasty, maintained a number of warehouses in Lebanon for the sake of their commerce with that country.

Athens also had various warehouses in Piræus, which was the port of entry for the city. The laws which are extant concerning them have chiefly to do with the hoarding of grain, and are outside of our subject.

When we come to imperial Rome, however, we find a development of commerce and trade which compares very markedly with that of the present. Commerce on the Mediterranean was made safe by the destruction of the many pirates which had formerly infested it. The great roads which were built from Rome to the frontiers of the Empire, primarily for military purposes, acted as highways of trade. Even something in the way of a postal system was initiated as an aid to inter-communication.

All routes were said to lead to Rome, and, as a matter of fact, for centuries Rome had in her warehouses the over-supply of the world's goods while they were in process of distribution. In Rome itself were manufactured, through slaves, principally furniture, manuscripts, glass, and pottery. She got in wheat, paper and glass from Egypt and Sicily; Spain sent her wool, metals, wine, oil, honey,

salt, and pork; from Britain came tin, lead, and oysters; Gaul or France supplied fruits, coarse linen, and salt pork; while from beyond the frontiers of the Empire by the Baltic came amber, furs, and iron.

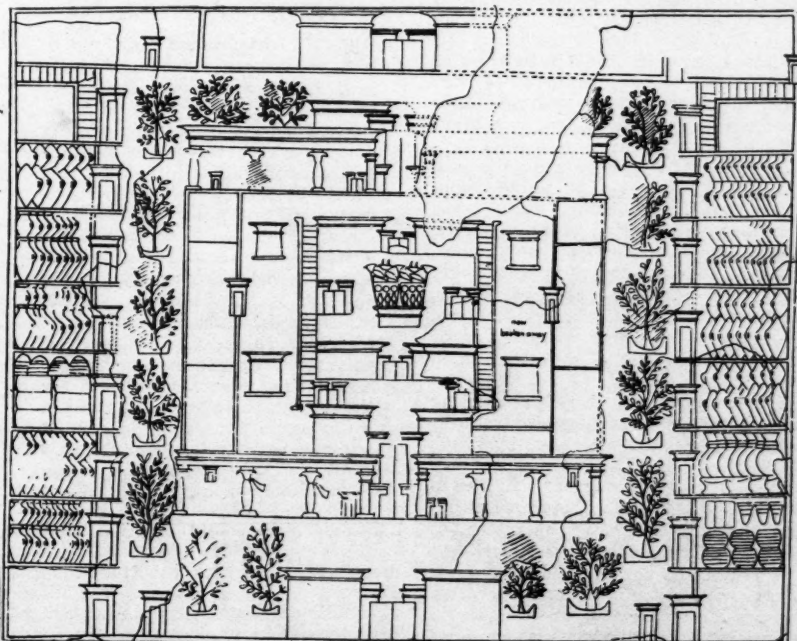
The commerce with the East was just as extensive as with western Europe. From Greece came great quantities of honey, wine, olives, figs, perfumes, and fine tunics; Phœnicia and Syria contributed red and purple fabrics, cedar and glass; while other parts of Asia Minor forwarded rugs and embroideries. Even silk was imported from distant India and China.

Nor was Rome the only great commercial center. It was said that Cor-

inth also always had a large supply of goods for distribution, and that at Alexandria, in Egypt, the only thing which could not be obtained was snow, which was then used for cooling drinks. Antioch attracted ships from all the Mediterranean, and acted as the depot of the East. In Gaul, Lyons was a center for distribution, and had a particularly large trade in pottery and household utensils.

In the vicinity of Rome itself there were some 290 warehouses. The public warehouses extended around the docks of Trajan for about three and a half miles. As Ostia the warehouses covered a third of the city. In Rome

(Concluded on page 43)



An ancient Egyptian provision house—from a tomb painting at Tel el Amarna



# State Regulation of Motor Vehicle Common Carriers

*A Preliminary Report Based on State Laws in Force January 1, 1922, and on Bills Pending Before State Legislatures in Session March 1, 1922—Arguments Pro and Con State Regulation*

By Harry Meixell

**M**OTOR vehicles are subjected to two general but distinct uses: First, they are privately employed by their owners for the transportation of persons or property; second, for the transportation for hire of the persons or property of others than their owners.

The second general use is sub-divided into two definite and particular uses. In the first place, motor vehicles operating for hire are employed to carry certain persons or the property of certain persons to places prescribed in individual agreements entered into for the purpose; in the second place they are employed to carry indiscriminately all persons or the property of all persons under general conditions of agreement applicable to the whole public.

In a word, the second general use of motor vehicles, i.e.,

for hire, splits into that of Private Carriers and Common Carriers.

Until a few years ago the Legislatures of our forty-eight States in no way differentiated between these various uses of the motor vehicle in the laws which they enacted dealing with operating requirements, registration fees and the many other subjects which are usually found in a State's motor vehicle laws.

In 1914, however, Pennsylvania definitely segregated motor vehicles when used as common carriers and placed them under the regulation of the State's Public Service Commission.

To-day the laws of twenty-two States provide for a greater or less degree of such State control.

**O**N pages 26 and 27 is a tabulation setting forth a digest of the more important matters which through the year 1921 had been made the subject of those State laws specifically enacted to bring motor vehicle common carriers under State control and regulation. This tabulation should be carefully considered in connection with the following discussion of the data which it contains.

Without exception State regulation of motor vehicle common carriers has been vested by law in pre-existing State agencies that exercise control over other forms of common carriers such as railroads, trolleys, telephone and telegraph lines, pipe lines, etc. The third column of the tabulation shows that these agencies have consisted of State Public Utilities or Public Service Commissions, Railroad Commissions, the Commerce Commission as in the case of Illinois, the State Tax Commission of Alabama, the Arizona Corporation Commission or even the State Road Commission as in West Virginia.

In some instances these pre-existing State agencies have assumed control over motor vehicle common carriers by virtue of the broad general powers of the law establishing the commissions. The Railroad Commission of Georgia, for instance, maintains "that operators of motor vehicles, holding themselves out as carriers of passengers or freight, either or both, for hire, and operating over established routes, are subject to the jurisdiction of this commission. This commission has not, however, had occa-

sion up to this time to exercise this jurisdiction." In certain other instances, however, where the laws have been specifically limited in their application or where their application to motor vehicle com-

to the contemplated expansion of control.

In its broadest conception a motor vehicle common carrier is one that passes any and everywhere over the highways indiscriminately transporting for a consideration all persons who present themselves as passengers or carrying all commodities or classes of commodities offered. Obviously this involves interstate transportation. The Federal Interstate Commerce Act takes no specific cognizance of the matter, however, so the application of control by the various States is in no way guided or modified by Federal laws on the subject.

A few States deal with the subject merely from the standpoint of local control, the incorporated municipalities being given power by the State Legislature to require motor vehicle common carriers to obtain permission and a license for the purpose from the local governing body. This is the case in Massachusetts, where the Board of Selectmen or City Council exercises control over motor vehicle common carriers transporting passengers.

As for State control this expresses itself in two ways: On the one hand there is a State law whose provisions give to some State agency broad general powers of control over motor vehicle common carriers. On the other hand, for the execution of these powers, the agency is permitted to promulgate and enforce such rules and regulations as it may deem necessary, express stipulation being made, in some of the State laws on the subject, that these rules and

## THIS ARTICLE:

**M**ANY thousands of motor trucks are owned and operated by men engaged in public warehousing. State laws affecting the truck as a common carrier is discussed at nearly every convention of storage executives. In this article by Mr. Meixell, who is secretary of the Motor Vehicle Conference, the entire State Legislative situation is covered, based on laws which were in force on Jan. 1, and on bills pending before various State Legislatures in session on March 1. The contentions of those who favor and those who oppose State regulation are set forth for the information of all truck owners.

On pages 26 and 27 is printed a summary of the salient features of State laws regulating motor vehicle common carriers.

mon carriers has been a matter of doubt, attempts on the part of the State agencies to extend their power over highway transportation have usually ended in the Courts and in decisions adverse

regulations shall take precedence over municipal ordinances.

The various laws establishing and defining this State control have in many cases, however, greatly narrowed its application. For instance, while most of the States which have dealt with the subject allow their respective State agencies to regulate both passenger and property transportation by motor vehicle common carriers, Alabama, Connecticut, Maine, New Hampshire and others limit this power to passenger transportation only.

Then again, while most of the regulating States apply their powers of control to carriers operating within, into, and out from the limits of incorporated municipalities, California, Ohio and Oregon merely exercise authority over such transportation as is not confined solely to the limits of a city, town or other similar form of incorporated municipality.

As another and final illustration most State laws regulating motor vehicle common carriers narrow the scope of such control to vehicles operating "between fixed termini or over a regular route." In the Arizona law this expression is defined to mean the termini between which or the route over which a carrier usually or ordinarily operates his motor vehicle "even though there may be departures from said termini or route, whether such departures be periodic or irregular." As a rule it is made a question of fact for the State agency exercising control to determine if the carrier is operating "between fixed termini or over a regular route."

With very few exceptions the powers wielded by the Public Service Commissions or similar forms of State agencies over common carrier transportation by motor vehicles are extremely numerous and broad. A consultation of the chart shows that these powers can be listed as follows:

- (1) Grant, refuse to grant, amend or revoke certificates of public convenience and necessity.
- (2) Prescribe routes.
- (3) Fix schedules.
- (4) Determine character of service and promote the comfort and safety of traveling public.
- (5) Establish fares and rates.
- (6) Require reports and uniform methods of accounting.
- (7) Examine accounts and records.
- (8) Supervise fiscal affairs such as incorporation, capitalization of stock, etc.
- (9) Compel additions to, extensions of or betterments in physical equipment.

It is apparent that these powers are practically unlimited and of such a nature that the State agency has almost absolute control over the life or death of motor transportation within its jurisdiction. Nevertheless, all of the rulings of the various commissions are subject to review by the proper Courts and aggrieved parties can easily and freely appeal for redress of wrongs or supposed wrongs.

Furthermore, in the all-important matter of certificates of public convenience and necessity, decisions are usually made

contingent on public hearings at which applicants for such certificates, other agencies of transportation serving the same territory and the general public are given full opportunity to present facts and opinions on the subject.

Up to this point in the discussion the entire subject has been approached from the standpoint of the State's power. It is now desirable to look at the question from the side of the operator of a motor vehicle common carrier, especially to learn what steps he must take in order either to stay in business after a State adopts the policy of regulation or enter the business anew.

In a few States, as New Hampshire, for instance, it is only necessary for the operator to obtain a permit from the

only to be obliged to abandon everything under State regulations.

Another usual prerequisite to the operation of motor vehicle common carriers has been the necessity of taking out indemnity bonds for the payment of any claims that may arise from any injury caused to persons or damage done to property by the carrier. In general the conditions of these indemnity bonds and sometimes their amounts are left to the State agency to determine. Frequently, however, the amounts are fixed by law, as in Washington, where \$5,000 to \$10,000 is prescribed for indemnification of claims arising from injury to persons and \$1,000 for damage to property.

While in the imposition of annual registration fees and other forms of taxes upon motor vehicles, State Legislatures have in only a few cases discriminated between motor vehicle common carriers and private carriers, nevertheless they have drawn a sharp line between motor vehicles used privately by their owners and those operated for hire.

By way of illustration, in Maine a motor vehicle used for hire must pay twice the normal annual registration fee for the class of vehicles to which it belongs. No extra or special charge, however, is made when this vehicle is engaged in the common rather than the private carrier business.

It will be noted from the sixth column of the tabulation that in practically every case where there is State regulation, this course is pursued and special and greater fees in lieu of the regular annual registration fees are imposed or else extra burdens are added to those usually imposed by the State on motor transportation.

In connection with the foregoing discussion it is of interest to note that the laws of Colorado expressly authorize the municipalities of the State to acquire, own and operate motor vehicle common carriers, while in Connecticut the street railway lines are given this same power over passenger-carrying motor vehicles.

Another point worth noting is that, while some States have not gone so far as to place motor vehicle common carriers under the full regulation of a State agency or government, nevertheless they have enacted laws with a measure of such control in view. To illustrate: In Louisiana a statute approved in 1918 defines a power-driven vehicle carrying passengers or freight for hire over the highways outside of incorporated municipalities as a "Service Car." Operators of service cars are obliged to procure from the police juries of the parishes in which they reside, certificates of their ability and skill to operate and furnish indemnity bonds against claims arising from injury to persons or damage to property.

A variation from the type of local control exemplified by Massachusetts is that which obtains in Delaware, where the Wilmington Board of Public Utility Commissioners has, with regard to motor vehicle common carriers transporting persons, prerogatives and exercises func-

(Continued on page 28)

## IN 1923

**T**HE legislators of forty-two States will meet in regular session next year. They will be called upon to consider scores of bills vital to motor vehicle common carriers. The Motor Vehicle Conference Committee, Mr. Meixell says, "hopes at that time to be of service in laying before all concerned facts and arguments which will facilitate passage of only such laws as are scientifically correct and fair" to the carriers and to the public.

The Motor Vehicle Conference Committee represents the American Automobile Association, Motor and Accessory Manufacturers' Association, National Automobile Chamber of Commerce, National Automobile Dealers' Association, Rubber Association of America and Trailer Manufacturers' Association of America.

State authority. This is the rare exception, however, rather than the rule. In nearly every other State a certificate of public convenience and necessity is required; while in Colorado, New York and Wisconsin a permit from the governing bodies of the municipalities in which the common carrier seeks to operate must also be secured.

In several States motor vehicle common carriers established at the time the law first went into effect have been expressly exempted from this requirement, making it necessary for none but operators beginning business after the passage of the law to obtain certificates of public convenience and necessity. In Connecticut, however, and in general in every other State, established as well as new motor vehicle common carriers have been obliged to demonstrate to the State agency their right to exist after the State control Act has been written into the statute books. Obviously, this has very often meant real hardship to those who have invested substantial sums of money in motor vehicles and have built up paying businesses over certain routes



# Summary of Salient Features of State Laws Regulating Motor Vehicle Common Carriers

State	Law in Effect	State Agency Exercising Control	Application of Control	Prerequisites of Operation	General Powers of State Agency, Etc.	Special or Extra State Taxes
Alabama	1919	State Tax Commission.	Passenger transportation only. Within, out from and into municipalities.	Filing of written statement showing net income and taxes covered. Obtaining of special license.	..... x .....	In lieu of regular registration fees, the following carrying capacity 5 passengers or less, ..... \$37.50 Seating capacity over 5 passengers, less than 10, ..... 60.00 Seating capacity over 10 passengers, ..... 90.00
Arizona	1919	Corporation Commission.	Passenger and property transportation. Within, out from and into municipalities.	Certificate of Public Convenience and Necessity. Indemnity bond as conditioned by Commission.	General control over granting of Certificate of Public Convenience and Necessity; regulating service; fixing rates and fares.	..... x .....
Arkansas	x	.....	.....	.....	.....	.....
California	1917	Railroad Commission.	Passenger and property transportation. Out from and into municipalities only.	Certificate of Public Convenience and Necessity.	Grant, refuse, suspend, revoke or amend Certificates of Public Convenience and Necessity; prescribe service or extensions thereof; fix rates and fares, supervise fiscal affairs; authorize sale or lease of certificates.	..... x .....
Colorado	1915	Public Utilities Commission.	Passenger and property transportation. Within, out from and into municipalities.	Permission from municipalities to operate. Certificate of Public Convenience and Necessity.	Wide control over issuance of Certificates of Public Convenience and Necessity; prescribe rates and fares, supervise fiscal affairs and fares; promote health, safety and convenience of operation. Municipalities may purchase and operate motor vehicle common carriers.	..... x .....
Connecticut	1921	Public Utilities Commission.	Passenger transportation only. Within, out from and into municipalities.	Certificate of Public Convenience and Necessity. Indemnity insurance based on seating capacity; range \$5,000 to \$10,000 per vehicle.	Grant or withhold Certificate of Public Convenience and Necessity. Street railroad companies may acquire, own and operate motor vehicles for hire.	Special registration fees for passenger carrying motor vehicle: Seating 9 passengers or less, \$20; for each additional seat of capacity, \$1.
Delaware	x	.....	.....	.....	.....	.....
Florida	x	.....	.....	.....	.....	.....
Georgia	1907	Railroad Commission.	.....	.....	.....	Extra registration fees as follows: Regular fees plus \$15 for vehicle with seating capacity of 5 or less; over 5 but under 21, \$2 per seat over 5; 21 and under 41, \$5 per seat over 20; 41 or over, \$10 per seat over 40.
Idaho	x	.....	.....	.....	.....	.....
Illinois	1921	Commerce Commission.	Passenger and property transportation. Within, out from and into municipalities.	Certificate of Public Convenience and Necessity. Indemnity insurance, or sworn statement of ability to meet any possible damage claims.	Grant, refuse, alter, modify Certificates of Public Convenience and Necessity; regulate rates, fares, service, contracts, practices, etc.	Special registration fees: For passenger carrying vehicle: seating capacity 7 or less, \$5 per seat; over 7 but less than 17, \$7.50 per seat; 17 or over, \$10 per seat in addition to 75c per 100 lbs. gross weight of vehicle and load. For property carrying vehicles, \$1.50 per 100 lbs. gross weight of vehicle and load, \$2.25 per 100 lbs. on solid tires.
Indiana	x	.....	.....	.....	.....	Special registration fees for passenger carrying vehicles with a seating capacity of ten or more, \$7.50.
Iowa	x	.....	.....	.....	.....	Extra state tax on property carrying vehicles not exceeding 12,000 lbs. or less than 10 miles; Gross weight 12,000 lbs. or less, 1c per mile; over 12,000 lbs., 2c per mile. On passenger carrying vehicles, gross weight 12,000 lbs. or less, 1/15c; over 12,000 but not more than 15,000 lbs., 1/10c; over 15,000 lbs., 1/5c per mile.
Kansas	x	.....	.....	.....	.....	.....
Kentucky	x	.....	.....	.....	.....	.....
*Louisiana	x	.....	.....	.....	.....	.....
Maine	1921	Public Utilities Commission.	Passenger transportation only. Within, out from and into municipalities.	Certificate of Permission.	Make rules and regulations governing operation; etc. or refuse permits. Make rules and regulations governing operation. Fix rates, fares, schedules, etc. Provide for safety and convenience of traveling and shipping public.	Extra State Registration fee amounting to double normal fee.
Maryland	1916	Public Service Commission.	Passenger and property transportation. Within, out from and into municipalities.	Annual permit.	.....	Special fee, \$1.20 per hp.
Massachusetts	x	.....	.....	.....	.....	.....
Michigan	x	.....	.....	.....	.....	.....
Minnesota	x	.....	.....	.....	.....	25% extra registration fee for property carrying motor vehicles and passenger carrying motor vehicles seating more than seven passengers.
Mississippi	x	.....	.....	.....	.....	.....
Missouri	x	.....	.....	.....	.....	.....
Montana	x	.....	.....	.....	.....	.....
Nebraska	1919	State Railway Commission.	Commission has only asserted jurisdiction over property transportation out from and into municipalities.	.....	Commission in 1919 issued an order affecting rates and classifications of property carried by motor vehicle common carriers out from and into municipalities. Order rescinded in 1921.	.....

State	Law in Effect	State Agency Exercising Control	Application of Control	Prerequisites of Operation	General Powers of State Agency, Etc.	Special or Extra State Taxes
Nevada.....	1919	Public Service Commission.	Passenger and property transportation. Within, out from and into municipalities.	Certificate of Public Convenience and Necessity. Indemnity bond of \$500 not more than \$10,000 per vehicle.	Issued or withhold Certificate of Public Convenience and Necessity. Regularly examine and audit accounts. Examine books and records; prescribe service; order improvements, additions, etc.	Extra annual tax of \$2 per 100 pounds gross weight for operating on first class highways. \$3 for second class; 40c per 100 pounds on other than 1st and 2nd class.
New Hampshire..	1919	Public Service Commission.	Passenger transportation only. Within, out from and into municipalities.	Permit to operate. Indemnity bond of \$500 per vehicle plus \$100 per person of seating capacity.	Grant or refuse permits. Establish reasonable rules and regulations governing operation.	Special registration fees as follows: 5 passenger vehicles, \$15; 6, \$8; 7, \$10; 8, \$12; 9, \$14; 10, \$16; 11, \$18; 12, \$20; 13 to 17 passengers, \$25; 18 to 22 passengers, \$30; 23 to 26 passengers, \$35; 27 to 30 passengers, \$40; over 30 passengers, \$40; plus \$2 per seat in excess of 30.
New Jersey.....	1921	Board of Public Utilities.	Passenger transportation only and solely where it parallels street railway lines. Within, out from and into municipalities. Only applicable to lines established after March 15, 1921.	Indemnity bond of \$5,000 by municipalities in which lines operate.	General supervision, regulation and jurisdiction in the matter of rates, fares, schedules, service, etc.	Special registration fees as follows: 6-7 pass... \$25 8-10 pass... 30 11-16 pass... 43.00 17-20 pass... 52.00 plus \$2 per pass. over 30. Schedule not applicable to omnibus operating under franchise granted by said municipality.
New Mexico.....	x	x	x	x	x	x
New York.....	1915	Public Service Commission.	Passenger transportation only. Within, out from and into municipalities.	Consent of local authorities. Certificate of Public Convenience and Necessity. Indemnity bond as conditioned by the local authorities.	General jurisdiction over rates, fares, schedules, service, etc.	Special registration fees as follows: 6-7 pass... \$25 8-10 pass... 30 11-16 pass... 43.00 17-20 pass... 52.00 plus \$2 per pass. over 30. Schedule not applicable to omnibus operating under franchise granted by said municipality.
North Carolina...	x	x	x	x	x	x
North Dakota....	1919	Board of Railroad Commissioners.	Passenger and property transportation. Within, out from and into municipalities.	Fix and adjust rates, fares, classifications, schedules, etc. Establish uniform accounts. Investigate books, records, methods, etc.	Fix and adjust rates, fares, classifications, schedules, etc. Establish uniform accounts. Investigate books, records, methods, etc.	Extra registration fee of 50% over normal fee. Extra registration fee for passenger carrying vehicles, 25c per passenger of seating capacity allowing 16 inches of seating space per passenger.
Ohio.....	1921	Public Service Commission.	Passenger transportation only. Out from and into municipalities only.	Fix fares; exercise general supervision over the operation of the carrier; regulate general relationship between carrier and public.	Fix fares; exercise general supervision over the operation of the carrier; regulate general relationship between carrier and public.	For passenger carriers extra registration fee of \$4 per passenger allowing 20 inches for seating space per passenger. For property carriers extra registration fee of 50c per inch of total seating capacity. For additional seating capacity and property carriers an annual fee for administration of motor vehicle common carrier laws of not more than \$10 per vehicle.
Oklahoma.....	x	x	x	x	x	x
Oregon.....	1920	Public Service Commission.	Passenger and property transportation. Out from and into municipalities only.	Certificate setting forth special terms and conditions under which operation is permitted. Indemnity bonds as conditioned by the Commission.	Supervisory and regulatory powers on all matters affecting the relationship of carriers with passengers and shippers. Fix reasonable rates, fares, charges, etc. Examine books, records, etc. Supervise and regulate accounts; require reports, data, etc.	For passenger carriers extra registration fee of \$4 per passenger allowing 20 inches for seating space per passenger. For property carriers extra registration fee of 50c per inch of total seating capacity. For additional seating capacity and property carriers an annual fee for administration of motor vehicle common carrier laws of not more than \$10 per vehicle.
Pennsylvania....	1914	Public Service Commission.	Passenger and property transportation. Within, out from and into municipalities.	Certificate of Public Convenience and Necessity.	Grant or refuse Certificates of Public Convenience and Necessity. Regulate rates, fares, schedules, equipment, service, etc. Examine books, records, etc. Require reports, uniform accounting methods, etc.	Extra registration fee of 100% over normal fee.
Rhode Island....	x	x	x	x	x	x
South Carolina...	x	x	x	x	x	x
South Dakota....	x	x	x	x	x	x
Tennessee.....	x	x	x	x	x	x
Texas.....	1918	Public Utilities Commission.	Passenger and property transportation. Within, out from and into municipalities.	Certificate of Public Convenience and Necessity.	General supervision and regulation. Fix rates, fares, tolls, rentals, charges and classifications; regulate practices, facilities and methods. Establish uniform accounting; make investigations; require reports, etc.	Extra annual tax of \$5 per vehicle in cities and less than 1000 population; \$10 per vehicle elsewhere. For passenger carriers for vehicles with seating capacity of 8 or less, \$10; 50c per passenger over 8. For property carriers, \$10 for vehicle of 3 tons or less capacity; \$1 per ton of capacity over 3 tons.
Utah.....	x	x	x	x	x	x
Vermont.....	x	x	x	x	x	x
Virginia.....	x	x	x	x	x	x
Washington.....	1921	Department of Public Works.	Passenger and property transportation. Within, out from and into municipalities.	Certificate of Public Convenience and Necessity. Indemnity bond \$5,000 to \$10,000 per vehicle for injury to persons; not over \$1,000 for damage to property.	Grant, refuse, suspend, revoke, alter, amend Certificate of Public Convenience and Necessity; fix proper rates, fares, charges, classifications, regulations. Prescribe equipment service and safety of operation. Regulate accounts; require reports, etc. Exercise discretionary power and fix their privilege taxes.	For passenger carriers extra registration fee roughly 100% greater than normal annual fees.
West Virginia....	1921	State Road Commission.	Passenger and property transportation. Within, out from and into municipalities.	Permit to operate.	Determine adequacy and reasonableness of fares, routes and service. District Attorney authorized to enforce rules laid down by Commission.	Special fee for passenger carriers operating wholly within a municipality, \$10 per vehicle which is in lieu of regular fee.
Wisconsin.....	1915	Railroad Commission.	Passenger transportation only. Within, out from and into municipalities.	Consent of Municipality. Indemnity bonds as fixed and approved by the Commission.	Determine adequacy and reasonableness of fares, routes and service. District Attorney authorized to enforce rules laid down by Commission.	Special fee for passenger carriers operating wholly within a municipality, \$10 per vehicle which is in lieu of regular fee.
Wyoming.....	x	x	x	x	x	x

\*After these tables were made up the following information under "Special or Extra State Taxes" came in: LOUISIANA—Special registration fee for passenger carriers: 68c. per hp., plus \$2 per passenger up to 8; \$5 per passenger, 8-25; \$5 per passenger over 25. TEXAS—Carry. plus 1/2c. to 4c. per mile traveled according to net carrying capacity.



tions similar to those set forth in this report for the general form of State control.

As has already been observed, the power of the State agency exercising control is usually laid down in the law in general language which is generally so broad and comprehensive that it covers every possible phase of the motor vehicle common carrier business. This control then finds concrete expression in rules and regulations promulgated by the State agency from time to time as occasion warrants. For instance, in Nebraska, the Nebraska State Railway Commission entered an order on May 21, 1919, that beginning July 1 of the same year, the motor vehicles holding themselves out to carry freight for hire in a certain portion of the State should establish, maintain and apply a prescribed schedule of rates on freight to be classified in accordance with so-called General Order No. 24. In no other portion of the State nor in any other particular did the commission assert its prerogatives. Furthermore, on April 20, 1921, it rescinded and annulled this order.

As an illustration of an entirely different tendency, in Washington State, where the law placing motor vehicle common carriers under control of the Department of Public Works went into effect last year, General Order M. V. No. 1, issued June 9, 1921, provides a very elaborate set of "rules and regulations governing the transportation of persons and property for compensation over any public highway." These cover the procedure for obtaining a certificate of public convenience and necessity for a certain number of prescribed vehicles; what must be done for permission to operate more vehicles in case of emergency; the sale, transfer or mortgaging of certificates; passenger and freight tariffs; rates; free passes; schedules, including changes in or discontinuance thereof; liability and property damage insurance; obligatory equipment including necessity to carry extra tires, speedometers, heating system for passenger carrying vehicles, fire extinguishers, route signs, etc.; operating regulations, including in addition to the requirements of the State motor vehicle law, provisions as to the character and conduct of drivers, taking on of passengers and seating thereof; baggage, comfort stations, etc.; fees additional to the State registration fees; annual reports, etc.

Any discussion of State regulation of the motor vehicle when used as a common carrier would be incomplete without reference to the arguments for and against such regulation. In so doing, however, the opinion frequently expressed that railroad and trolley companies, as a result of the severe competition of motor transportation, are seeking State regulation as a means of killing off such competition, will be totally disregarded, and only such arguments recorded as are predicated on public welfare, sound economics and strict impartiality.

With these premises, therefore, those who contend for State regulation say that such control is necessary:

(1) Because motor transportation for hire is a public utility and as such should be regulated along with other public vehicles so that travelers and shippers by such means can be made sure of safe, prompt, regular, adequate, efficient and economical service.

(2) So that, in all cases where motor vehicle common carriers come, or are likely to come, in ruinous competition with other common carriers, the State can step in and determine whether public convenience and necessity require such competition, and save, if desirable, the pre-existing agencies of transportation.

(3) In order to shoulder upon the motor vehicle common carrier obligations, financial and otherwise, in return for the rights given it to operate for a profit over all or certain highways within a State, especially so since the highways are built and maintained by the public. In some cases these rights take the form of valuable franchises which virtually grant monopolistic privileges over certain routes.

(4) For the purpose of eliminating the irresponsible, so-called "fly-by-night" companies and individuals who, while undergoing certain destruction for themselves, pull down with the ruin well managed motor transportation agencies which render a real public service and are entitled to a reasonable return on their investments and a stabilization of their business.

In objection to these arguments for State regulation of the motor vehicle common carrier, opponents of the proposition maintain:

(1) That, granted motor transportation for hire is a public utility, public interest can best be served by unrestricted competition and complete freedom from regulation in which none but the fittest can survive. This policy they contend will yield to passengers and shippers the maximum of results with the minimum of cost.

They deny any analogy between motor vehicle common carriers and railroad and trolley transportation agencies, pointing out that the latter by virtue of private ownership of franchises, rights of way, road beds, tracks and terminals have an exclusive and monopolistic control over all transportation on their routes. Motor truck operators, on the other hand, even where granted a monopoly of transportation for hire over a certain prescribed highway or portion thereof, cannot deny the use of that highway to others who wish for themselves or as private carriers to transport persons or property over those same routes.

Finally, they point out that Governmental regulation of rail and trolley common carriers came after these agencies had abused their rights and privileges and through pools, stifling of competition, exorbitant increase of rates, discrimination, stock watering, etc., made it necessary for the public in self-protection to subject them to control. By the very nature of the service these evils are impossible with motor transportation since the road is free to the use of everyone and motor vehicles, the medium for transportation over the roads, are quickly,

cheaply and in unlimited numbers available for everyone.

(2) Since the obvious outcome of the first argument advanced against State regulation is "cut-throat" competition between various forms of transportation attempting to serve a certain territory and *per se* between the motor transportation companies themselves operating in competition over certain highway routes, the opponents of State regulation cannot escape the query whether they are willing to face the logical consequences of such a struggle. Without hesitation they answer that wherever rail, trolley or any other form of transportation for hire cannot stand up before a newer and better form, public interest demands that it should give way; likewise within that newer and better form of transportation, the rule should be survival of none but the most efficient and economical agencies. They are confident that even though such a policy may mean the destruction at times of more or less invested capital, as it did when rail and inland water transportation first came into acute competition, the final economic benefits to the community as a whole will many times compensate for the loss involved.

(3) As for shouldering upon motor transportation for hire financial and other burdens which it should rightly carry, opponents of State regulation say that Legislative bodies have not heretofore found it necessary to establish such control in order to determine the weight limits for motor vehicles used as common carriers; their registration fees and other charges, their liability to the public for injury to persons or damage to property, etc. If this is all that is involved it is not sufficient to warrant almost unlimited regulation in all other respects by a State agency.

(4) Lastly those against State regulation believe that the natural working out of economic laws will do more to stabilize the motor transportation for hire business than extensive interference on the part of Governmental agencies of any sort. They feel that the proposition is paternalistic and will result either in discrimination in favor of one or more types of transportation, and against all the rest, or else that it will promote monopolistic advantages for certain motor transportation companies and that through it all the traveling and shipping public will pay the cost.

In even-numbered years the activities of State legislatures are relatively light since no more than eleven or twelve State law-making bodies get together in regular session while few of the others meet in special session. Notwithstanding this fact, 1922 is producing a big crop of bills dealing with motor vehicle common carriers. The Arizona State Legislature now in special session and the current regular sessions of the Maryland, New Jersey and New York State legislatures are considering extensions of the existing powers of their State agencies exercising control over motor vehicle common carriers. On the other hand, in Kentucky, Massachusetts, Mississippi,

(Concluded on next page)

## READERS' FORUM

*DISTRIBUTION & WAREHOUSING will welcome receipt of letters from men in the warehouse and distribution fields who have something worth while to say for the benefit of others. Communications of this character should be addressed: Readers' Forum, Distribution & Warehousing, 239 West 39th Street, New York City*

### No Need for Rivalry Between American and National

**E**DITOR, *Distribution & Warehousing*: From time to time we hear discussion of the undesirability of having so many associations of warehousemen; that the American Warehousemen's Association should abolish its household goods division; that such and such associations should consolidate, etc.

In reference to the national associations let us submit this thought: There are two ideals or objectives for associations. One ideal would be that of an association or club of a picked and chosen group, membership in which would be a hall-mark or a guarantee of integrity and standing. The other ideal would be that of an association of as many as possible in the same line of business, banded together for better co-operation, protection and education.

The first type might be represented by an organization such as the Rotary Club, and the second type by the Chamber of Commerce or the Civic Association.

The two types of organization are not in any way antagonistic and each fills a useful purpose.

#### The Church and the Club

So with national associations of household goods warehousemen we find, although not perhaps as clearly defined, the two types, one represented by the American Warehousemen's Association, which has for twenty-five years or more stood for careful selection of its membership rather than numbers, and the National Furniture Warehousemen's Association, which has in one year acquired a membership much larger than the American Warehousemen's Association ever had, and which believes in the principle of bringing the warehousemen into the fold and educating them. The National Furniture Warehousemen's Association, like the church, is not much concerned about the past habits and character of its adherents, as it is about their future behavior. It relies on the saving grace of membership and association with men of higher education and ideals to cure its new members of bad practices and bring them to a realization of the dignity and the solidarity of their branch

of industry.

The American Warehousemen's Association is more like a club than like the Church, and is insistent on having its candidates for membership prove their worth before it will accept them.

It will be seen, of course, that the comparisons made are incomplete and inexact, but they serve to bring out the salient differences between the two national associations of household goods warehousemen, and thereby to show, as it seems to us, that there is a field for both and that there need not be rivalry or antagonism between the two.

One who joins a church does not thereby cease to have need for a club, nor *vice versa*, and by the same token a household goods warehouseman who joins the National Furniture Warehousemen's Association need not feel that the American Warehousemen's Association has nothing more for him, nor need the American Warehousemen's Association member feel that the National Furniture Warehousemen's Association membership will not profit him.—S. A. W.

### State Regulation of Motor Vehicle Common Carriers

(Continued from previous page)

Rhode Island, South Carolina and Virginia, where the State legislatures are in regular session, and where as yet there is no such regulation, many measures aiming to bring about a greater or less amount of such control are now receiving the careful consideration of the legislators.

In this connection it is interesting to note that in New Jersey the strongest and most active opponents of State regulation and the extension thereof, have introduced and are striving to bring about exclusive power in the premises for the local incorporated municipalities. Apart from any other arguments pro and con for such local control, it must be apparent that the operation of a motor vehicle common carrier beyond the confines of a single municipal jurisdiction of a State becomes extremely complicated and burdensome under such cir-

cumstances and is likely to suffer from the varying policies of constantly shifting local governing bodies.

Another interesting movement to note in some States is proposed legislation to require every common carrier motor vehicle engaged in the transportation of passengers to have both a front and rear entrance, while in Maryland a pending measure would require not only a chauffeur but also a conductor on every such vehicle. This would seem to indicate that some State lawmakers seek to rewrite in motor-bus transportation the full crew laws which for a long time have been an economic burden for the railroads.

The motive of this discussion of State regulation of motor vehicles used for hire is informative only. It is not intended and in no way must be regarded as favoring either one side or the other of the question. For this reason the con-

ference committee will appreciate greatly any information; arguments pro and con; comments; corrections or criticisms which all those who read this discussion may have to offer, especially if such material includes the practical experiences that have resulted from regulation by the States where it is now in force. How important this is can be seen from the fact that in 1923 the legislators of forty-two States will meet in regular session and doubtless be called upon to make decisions on scores of bills vital to motor vehicle common carriers. The conference committee hopes at that time to be of service in laying before all concerned facts and arguments which will facilitate the passage of only such laws as are scientifically correct and fair to motor vehicle common carriers, to competing common carriers, and to the public.



## For the Furniture Warehouseman

# A Form For Every Department

## VI

### Proposal Form

"THE validity of limitations on conditions in a warehouse receipt is uncertain because of conflicting decisions in various States," says the uniform methods committee of the American Warehousemen's Association in its report at the St. Louis convention last December. "One question that gives rise to some uncertainty is whether the terms of warehouse receipts may be considered as having been agreed to by the customer, even though the customer never saw them until the receipt was received after the goods were stored."

"Many warehousemen are attempting to avoid this uncertainty by notifying the customer in advance of booking the

order, about the essential terms of the storage contract, securing if possible the customer's written agreement to those terms.

"This is done by means of a 'proposal' blank.

"It is also true that in the past the great majority of moving and packing has been done with nothing but an oral contract. This leaves the liability of the warehouseman to be defined entirely by common law or statute and of course there is no declaration of value, operating to limit the liability to certain amounts. Many warehousemen are attempting to cover this situation by a proposal or other form of contract, de-

livered to the customer before the work is done and signed, if possible, by the customer.

"In most cities of the country, conversation with prospective customers is by telephone and arrangements for moving, packing and storage are made by telephone. The securing of a signed agreement before the work is done presents some difficulties, especially to those doing much business moving from house to house. It is doubted by many warehousemen whether the protection secured by getting advance agreements signed is worth the effort. To get such signatures with certainty requires usually an out-

(Concluded on page 32)

MILLER NORTH BROAD STORAGE COMPANY  
BROAD ABOVE LEHIGH  
PHILADELPHIA

We propose to pack and remove household goods upon following terms and as stated below:

Storage subject to conditions named on Warehouse Receipt to be issued on following terms:

**Rate Warehouse Receipt Certificate.** We hereby agree to pay to the warehouseman the sum of \$1.00 per month for each cubic foot of space occupied by the goods stored in the warehouse, and to pay to the warehouseman the sum of \$1.00 per month for each cubic foot of space occupied by the goods stored in the warehouse, and to pay to the warehouseman the sum of \$1.00 per month for each cubic foot of space occupied by the goods stored in the warehouse.

2. Schedule annexed hereto to be part of this contract.

3. Value of any one package and contents declared not to exceed \$50.00, and of any one load not to exceed \$2,000.00, unless specially declared in acceptance below and liability for loss or damage limited to said amounts. Upon any such special declaration a higher rate may be charged for greater responsibility and care.

4. The Company's Rules will not be liable for any loss or delay caused by fire, strikes, lock-outs or other causes beyond control of the Company with ordinary care.

STORAGE:

( ) Block Building @ \_\_\_\_\_ Dollars per month

( ) Pallet Building @ \_\_\_\_\_ Dollars per month

( ) Pallet Building @ \_\_\_\_\_ Dollars per month

Minimum storage charge two months. Fraction of a month considered a full month.

A handling charge equivalent to the rate for one month's storage will be applied to goods when delivered to value other than our rate.

We expressly select your order, which will receive our careful and prompt attention.

Yours very truly,  
MILLER NORTH BROAD STORAGE COMPANY.

Per \_\_\_\_\_

Miller North Broad Storage Company  
Broad Street above Lehigh Avenue  
Philadelphia

Dear Sir:

The above proposal is accepted in accordance with the terms thereof.

Special declaration of value on which proportionate higher rates may be charged as follows:

\_\_\_\_\_ Dollars per month

Removal to be made on \_\_\_\_\_ as possible, or on date as may be agreed \_\_\_\_\_ as possible, or on date as may be agreed \_\_\_\_\_

Deliver to \_\_\_\_\_ Street \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Ship to City \_\_\_\_\_ State \_\_\_\_\_

Call on \_\_\_\_\_

Full car \_\_\_\_\_

Value of Consignment \$ \_\_\_\_\_

Send Bills of Lading, Warehouse Receipt or other papers to me at \_\_\_\_\_

Send Warehouse Receipt and other communications to \_\_\_\_\_

MILLER NORTH BROAD STORAGE COMPANY  
BROAD ABOVE LEHIGH  
PHILADELPHIA

We propose to pack and remove household goods upon following terms and as stated below:

Schedule annexed hereto to be part of this contract.

Value of any one package and contents declared not to exceed \$50.00, and of any one load not to exceed \$2,000.00, unless specially declared in acceptance below and liability for loss or damage limited to said amounts. Upon any such special declaration a higher rate may be charged for greater responsibility and care.

The Company's Rules will not be liable for any loss or delay caused by fire, strikes, lock-outs or other causes beyond control of the Company with ordinary care.

Payment of all charges in cash or CERTIFIED check at time of delivery of goods

We earnestly select your order, which will receive our careful and prompt attention.

Yours very truly,  
MILLER NORTH BROAD STORAGE COMPANY.

Per \_\_\_\_\_

Miller North Broad Storage Company  
Broad Street above Lehigh Avenue  
Philadelphia

Dear Sir:

The above proposal is accepted in accordance with the terms thereof.

Special declaration of value on which proportionate higher rates may be charged as follows:

\_\_\_\_\_ Dollars per month

Removal to be made on \_\_\_\_\_ as possible, or on date as may be agreed \_\_\_\_\_ as possible, or on date as may be agreed \_\_\_\_\_

Deliver to \_\_\_\_\_ Street \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Ship to City \_\_\_\_\_ State \_\_\_\_\_

Call on \_\_\_\_\_

Full car \_\_\_\_\_

Value of Consignment \$ \_\_\_\_\_

Send Bills of Lading, Warehouse Receipt or other papers to me at \_\_\_\_\_

Send Warehouse Receipt and other communications to \_\_\_\_\_

Two forms of proposal blank used by Miller North Broad Storage Co.

1—Haugh & Keenan's proposal letter to prospective customer submitting for approval the company's proposition; on the reverse side set forth the conditions, with this notation: "Settlement upon surrender of B/L or through correspondent," followed by storage rates on household goods, together with information, for the customer, on packing household goods for storage and shipment. 2—Page three of the Haugh & Keenan proposal letter. 3—Haugh & Keenan estimate blank; on reverse are spaces for "effects to be packed," the effects being arranged alphabetically from bookcases to washstands; after each "effect" is a space in which may be indicated whether "effect" is wrapped in paper and pad, crated or in burlap. 4—Estimate slip of the company, with space for original copy and triplicate copy, each to be used by the customer; set forth hints on packing household goods. 5—Packing specifications form of Miller North Broad Storage Co. 6—Storage order and agreement form used by Haugh & Keenan. 7—Some freight rate hints supplied to customers by Miller North Broad Storage Co.



side man to call on every prospect, assuming that drivers or packers cannot be depended upon to get orders signed in every case. It would present an obstacle to the securing of business to require that customers call at the office to place orders. Some warehousemen feel that they must make it a very simple matter for customers to place orders, and hence they object to putting before the customer a contract to sign, with terms and conditions that may look so formidable that the customer will be driven to go elsewhere.

"This committee suggests that whether each warehouseman wishes to use a proposal blank must be decided by himself, in the light of his own conditions of business. For the guidance of those who desire to use them, we present samples of proposal blanks in use by several members. One of these for removals

will be found in connection with Section III of the committee's report [published in the March issue of *Distribution & Warehousing*]. Some of the sample forms submitted herewith are used in connection with the proposals or for the office use of the warehouseman.

"It should be noted here that any form of contract with customers should be in duplicate, so that a copy may be provided both for the customer and the warehouseman."

It may be reiterated here, as set forth in the committee's report, that the committee considered it important for the household goods storage executive to have a proper printed form for use in every contingency; that was the objective rather than the preparation of what might be termed a standardized set of forms when any such set recommended perhaps would not contain forms which

would "fit the complete needs of any warehouseman anywhere."

Briefly, it was the committee's desire to offer forms "necessary properly to cover the various situations which might arise in the conduct of a household goods storage business, describe and give samples of all such forms, and leave to the future all attempts to draw up some standard form of each kind to be universally used."

The introduction of the committee's report, together with the first form, the moving memorandum, was published in the January issue of *Distribution & Warehousing*. The memorandum packing order was illustrated and described in the February issue, the moving order in the March issue and the packing report and the packer's tally sheet in the April issue. Other forms will be taken up in coming issues.

## Text of Resolution Adopted by Warehousing Committee of National Agricultural Conference

THE sub-committee on warehousing and wholesale facilities of the National Agricultural Conference has adopted a resolution reading as follows:

"Wholesale Terminal Facilities: The larger receiving centers require terminal wholesale facilities to handle adequately and economically agricultural products coincident with and in the interim between their unloading from the railroad cars and their delivery to regular trade channels.

### Five Points

"(a) Such terminal wholesale facilities should, if possible, be adjacent to union railroad terminals and waterway terminals.

"(b) Layout and construction should permit of the handling of agricultural products with a minimum of expense and effort compatible with adequate protection at similar large receiving centers.

"(c) In the case of perishables, protection against freezing by buildings adequately insulated and artificially heated if necessary in winter, and summer protection should be afforded by buildings adequately insulated and refrigerated. It is especially important that such protection should be so afforded as to be continuous with the protection given by the refrigerated or heated car.

"(d) The wholesale terminal facilities are, in general required for temporary, not period storage, and should be constructed and operated accordingly.

"(e) They may be owned and operated by any adequate organization, but present needs and future development would probably be best served by a logical tying in with agencies and facilities already established and recognized as desirable and necessary.

"Temporary Storage in Producing Districts: There is need on the part of individual producers and producers' organizations of agricultural products, concentrators in producing districts and other accumulating agricultural products

for wholesale distribution for better facilities for the temporary holding of farm products in the producing districts, until delivery or shipment is made.

"Such facilities would tend to prevent waste, maintain quality, equalize the flow of goods and generally improve marketing.

"In the case of perishables, protection should be afforded against freezing in winters by buildings adequately insulated and artificially heated if necessary. Summer protection should be afforded by buildings adequately insulated and refrigeration preferably mechanical.

"Federal Cold Storage Legislation: The cold storage warehouse system which has developed in the United States is essential to agriculture to assist in conserving perishable foods and in extending the period of their distribution. It serves both the producer and the consumer.

### State Laws Vary

"In the rapid growth of the cold storage industry, some injurious practice subversive of the proper functioning of the industry as an aid to seasonable distribution, have developed. While these abuses have not been general, they have worked, where they have existed, to the disadvantage of the whole public.

"About twenty-one States have enacted laws regulating cold storage, many of them based upon the 'Uniform Law Relating to the Cold Storage of Certain Articles of Food,' recommended by the governors of the several States. These State laws vary in many important particulars, and in some States are not properly enforced. State officials responsible for their enforcement affirm that proper enforcement is made difficult, and in some cases impossible, by reason of the fact that a large percentage of cold storage products have been in cold storage.

"For the benefit of the industry itself,

and of the public, there should be enacted as promptly as possible, a Federal cold storage act on lines recommended by the industry itself, and by specialists of national and State Governments, and in keeping with the best interests of both the producer and consumer.

"Warehouse Loans: Practical means should be taken to make stored products more generally available as a basis for loans. However, such loans should not be for the purpose of uneconomically affecting the flow of goods to market, but should have for their purpose the orderly marketing of the farmers' products and not the promotion of speculation.

"Effect of Storage on Agricultural Products: In view of the necessity for the maintenance of value in agricultural products which, because of seasonal production must be subjected to period or temporary storage, there should be made exact scientific investigations into the storage conditions most desirable for the preservation of such products; and of the effect of storage on conditions and quality, whether storage be common or under temperature, ventilation or humidity artificially maintained.

"Furthermore, such investigations should be conducted in the United States Department of Agriculture since the character and scope of the undertakings preclude either maintenance or supervision on the part of the producers or of the warehousemen."

### New Sharon Sales Managers

W. C. Ames has been appointed district sales manager, with office at 20 East Jackson Boulevard, Chicago, for the Sharon Pressed Steel Co., Sharon, Pa., makers of warehouse lift trucks and hand trucks. Ralph E. Phillips has been appointed district sales manager with headquarters at 66 Broadway, New York City.

## TWO

A Bit Here

Vol. II. No. 11



## BITS

A Bit There

Gotham, May, 1922

## NEWS ITEMS

Len Snow, the lux & rinso traff. mgr., was to Gotham recently from Cambridge, Mass., & tipped us off to a couple of good scoops in return for an inconsequential luncheon.

Hez Cornwall, the Salt Lake City storager, has mailed us a startling poem but we do not publish same on a/c *Two Bits* is a family paper.

Our thanks to the Advance Stge Co. of Phila. for a card of Easter greetings.

## NEWS ITEMS

Well, a 3d of the world's gold supply is now controlled by Frank Scobey, the San Antone storager, who is Prexy Harding's new Mint director. Mackinac Island papers please copy.

Earl Medbury, the Providence storager, was a dropper-in for a chat at *Two Bits*'s office too late to get this item into the April issue.

Wm Richter, the Davenport, Ioway, storager, was to Chicago, Gotham, Wash-

## NEWS ITEMS

ington & pts E. of late. While in Gotham Wm was luncheoned by the *Two Bits* staff, receiving also 1 2nd-hand cigar.

Next mo. (June) is bride-&-groom mo. and Ye Ed. may publish a sentimental poem of his own manufacture if we get up nerve enough to do it. We will let our readers vote on it meanwhile. If all in favor refrain from writing demanding it, we will know that the industry wants to read it & we will act according.

Hitherto Unpublished Photo Sustaining Jay Gould's Assertions as to So. Calif.'s Climate



"*Two Bits*" has been tipped off by Wm. Hahn, sec. of the Chelsea Fireproof Storage Warehouse Co. of Gotham, that the California storagers who entertained the delegates who attended the Catalina Island convention of the Nat'l Furn. Whseman's Assoc. last Jan. are pretty sore vs. "*Distribution & Warehousing*"—a rival public'n of "*Two Bits*"—on a/c of the group photo. which D. & W. published in its Feb. issue, pp. 40 & 41. It seems that that photo. showed the men with their overcoats on & thus conveyed the impression universally that So. Calif.'s climate is not so mild as Jay Gould & other Califians purport same to be as regards the mo. of Jan.

Accordingly, "*Two Bits*" herewith scoops its rival D. & W. by offering the above more-summer-atmospheric photo, also taken at Catalina Isl. during the convent'n. The D. & W. photo shows merely the cold front of a hotel as the background; the above & correct photo shows considerable vegetation symbolical of the actual type of climate which abounds in those environs in mid-Winter.

Whoever was press agent for the Nat'l's convent'n must have got mixed up & handed out the wrong photo to D. & W. Doubtless the Calif. storagers will thank "*Two Bits*" and Mr. Hahn for herewith correcting the astonishingly erroneous impression which publication of the first photo must have carried forth to the storage world. "*Two Bits*'s" enterprise is 2nd to none that we know of.



# EDITOR'S PAGE

## Secretary Hoover's Offer

**E**NTER Hoover. This definitely foreshadows results. Warehousemen have long recognized that standardizing, simplification, uniformity, all are possible for their industry. In affairs which concern warehousing alone, a great deal of this standardizing has been done, and more is under way. But in affairs involving dealings with other business interests, particularly the shippers, comparatively little has been accomplished.

Now comes the magic touch of Herbert Hoover. The Commerce Secretary does not fail. When he tackles a job he completes it. His record is sufficient proof. The nation knows what he has done and what he is capable of doing. Every industry which has felt his influence during the past fourteen months has been benefited.

And now he has proffered his services to the public merchandise storage industry. His Division of Simplified Practice has asked for all forms and papers used in shipping, warehousing and allied activities, that have been standardized or on which standardizing has been centered. These are being furnished and the Division is prepared to co-operate with the American Warehousemen's Association and the Domestic Distribution Department of the Chamber of Commerce of the United States in a movement to effect:

First, standardization.

Second, elimination of waste.

Third, economy in distribution.

**W**HAT has been called "pride of authorship" has retarded standardizing in warehousing to a large extent in the past. A great manufacturing company which distributes through a hundred storage plants has devised its own form of stock report, with space thereon for precisely the information it needs, and it insists on each of the warehousemen using it. Scores of other shippers have the same "pride of authorship." The result is that the warehouseman is compelled to use scores of different forms—different in texts, sizes, colors and methods of using.

Is it possible to cut these scores of forms down to four or five, or perhaps even to one? If that is possible, who is the arbitrary authority to make a selection? The shipper who has that "pride of authorship" is reluctant to surrender his particular form in favor of another form—one worked out either by warehousemen or by shippers.

Enter Hoover. Other industries were up against the same problem, and the Division of Simplified Practice simplified and modified and arbitrated and conciliated—and standardization was effected which those industries themselves had not been able to bring about. Paving brick manufacturers, and architects, and builders, were brought together into conference, and to-day eleven types of paving brick are being used, by agreement, where sixty-five were used before.

Working by themselves, warehousemen probably will never agree what is the ideal form of receiving report

Even could they agree, they would never be able to induce shippers generally to use that selected form.

But if Hoover steps in, as he has in other industries, and gets both sides together, and some sort of a receiving report is worked out which both warehousemen and shippers find acceptable and usable, the Department of Commerce will use its influence and good offices to have that standardized form adopted, in the interest of elimination of waste and economy in distribution.

**I**T is gratifying to observe that Hoover has been met half way by the warehouse industry. The suggestion emanating from the Domestic Distribution Department of the Chamber of Commerce of the United States that a conference of warehousemen be held in Washington on May 19 met with instant approval by President Morse of the American Warehousemen's Association. It is at that meeting that the Division of Simplified Practice of the Department of Commerce will begin its work.

The suggestion was indorsed at a joint meeting of members of the American Warehousemen's Association and the Shippers' Warehousing and Distributing Association at Chicago on April 20. At that gathering the shippers expressed opinion to the warehousemen that if the storage industry would standardize its forms, the shippers of the country could be brought into line to use them. That, of course, is the objective of the Division of Simplified Practice.

**T**HIS development in which the Department of Commerce comes to the aid of warehousing is a logical one in the movement begun some months ago to secure for the storage industry a larger place in America's business affairs. It illustrates again the value which warehousing derives from having representation in the Domestic Distribution Department of the national Chamber of Commerce. The Domestic Distribution Department is close to the Department of Commerce, and accordingly is in a position to operate in a constructive way on behalf of warehousing; this has been proven now by the readiness with which Secretary Hoover has accepted the suggestion from the Distribution group that the May 19 meeting of storage executives be called.

Public warehouses, says Alvin E. Dodd, manager of the Distribution committee, "are of such growing importance in Distribution that knowledge of their capacities, facilities and locations is essential. . . . Warehousing is so intimately related to stocks in suspense and to economical shipments that the Department's duty seems to demand an active interest in this phase of Distribution."

An effort to standardize forms used commonly by warehousemen and shipper is one phase of this "active interest." One by one as the forms are simplified, publicity will be given to them—"in the form," to quote the Domestic Distribution Department further, "most useful to distributors-at-large." The Distribution group, the Depart-

ment of Commerce and warehousing associations working together should be able to have the selected forms generally adopted in the business dealings between storers and manufacturers.

The Hoover program is deserving of the support and active co-operation of the public storage industry. Its successful consummation will not only provide simplification of forms; it will make warehousing better known among American business interests, including shippers not now using warehouses, and that wider knowledge of our industry will react to its benefit eventually in the matter of profitable accounts.

### Does This Hit Home?

A RECENT incident which has been brought to the attention of *Distribution & Warehousing* will give a wholesome jolt to two species of business man—the shipper who shops for low storage rates, and the warehouseman who quotes such rates regardless of his costs. The man who is guilty of either practice will profit if on one of these warm Spring evenings he will go out into his back yard and sit down on a soap box and think it over. Here's the incident:

An Ohio manufacturing company had occasion to open a new warehousing point in a certain city not far west of the Mississippi. He made a list of all the merchandise storage plants listed in that city in the 1922 Warehouse Directory. To each of those companies the Ohio traffic manager wrote a letter asking for rates.

Five companies responded, and each one's rates differed from those of its four competitors.

Of course, there was nothing so remarkable in that. But the outcome was this:

*The Ohio traffic manager gave the business to the company which quoted the HIGHEST rates!*

Think that over.

The Ohio traffic manager distributes through about forty warehouses, but in each of sixteen other cities his company maintains branch warehouses of its own. Consequently the Ohio traffic manager has a rather comprehensive knowledge of what it costs to warehouse goods.

When he received the five quotations of rates from the warehousemen in the city west of the Mississippi, he squared them against his own costs of warehousing at his company's own branch houses.

He came to the conclusion that only one of the five warehousemen could give good service in return for the rates quoted.

He believed that four of the warehousemen could not do business on the rates quoted and give good service and at the same time make a fair profit.

Which explains why he selected the warehouseman who quoted the *highest* rates and turned the other four down.

It is easy to moralize but one does not have to here. The warehouseman who is willing to do business at less than cost can figure it out for himself: rate-cutting does not always attract accounts. The traffic manager whose policy is to go rate-shopping also can figure it out for himself: service is not apt to be service at all when it is based on rate competition.

### Twilight vs. Sunlight

WITH so many leading warehousemen, indeed the majority, identified with one or more storage organizations, the attitude of Herbert Hoover toward trade associations as made known by him at the Washington meeting of April 12 is peculiarly of interest to the warehouse industry. There is a twilight zone, into which trade asso-

ciations may not go without laying themselves open to Federal suspicion.

A. H. Greeley, who attended the meeting on behalf of warehousing, subsequently expressed the opinion that the organizations affiliated with the public storage industry are not walking within the twilight zone. This reaction will of course be pleasing to the men engaged in warehousing.

There is no reason why our industry should move in the twilight. It has nothing to conceal. Its convention discussions are open; this is illustrated by the fact that shippers have been allowed to attend the meetings and take part in the deliberations when problems of concern to shippers were talked over. And warehousing's findings are made public—the tariff guide of the Central Warehousemen's Club is for sale at the cost price, and various standardization documents compiled by the American Warehousemen's Association may be purchased by persons interested.

This is as it should be. Warehousing is moving not in the twilight zone but out in the sunlight. But it is good to know that the methods which Secretary Hoover approves are the methods which the storage industry has been following.

### Building Survey

A CURIOUS conflict in the mental attitude of warehousemen toward the immediate future of their industry is disclosed in the returns from a questionnaire which *Distribution & Warehousing* distributed recently with a view to making a survey of the building construction prospect.

The scale of emotion ranges all the way from deepest pessimism, which is the minority expression, to progressive optimism.

The minority of those who replied points to high material costs, labor's demand for unreduced wages, the expense of moving freight, no decrease in taxation, stringency in the money situation, the circumstance that many warehouses are only 50 per cent filled, and other factors as ones which in their belief militate against expansion at this time.

In contrast, scores of warehousemen consider there is a bright future for warehousing, as illustrated by their announced plans to erect new plants, either on new locations or as additions to existing structures.

This warehouse building survey has not yet been completed, as returns are still coming in, and the final analysis of the situation will be deferred until a future issue.

### Common Carrier Regulation

TO every warehouseman operating motor trucks is commended for careful reading and study the article on State regulation of motor vehicle common carriers, on pages 24 to 29. In the final paragraph of his analysis Mr. Meixell outlines what the Motor Vehicle Conference hopes to accomplish, and asks for information, arguments, comments, corrections and criticisms.

This subject of State laws is of importance to the storage industry. Here is presented to national, sectional, State and local warehousing associations an opportunity to co-operate with national automotive organizations to the end that legislation is enacted which shall not react against the storage business. Warehousing's viewpoints on regulation of motor vehicle common carriers should be made known to the Motor Vehicle Conference, and Mr. Meixell will welcome communications of that character from the storage associations.



## DOWN TO BRASS TAX

By H. I. Jacobson

*Questions regarding warehouse accounting or taxes will be answered, without obligation, by Mr. Jacobson, who is president of H. I. Jacobson & Co., Certified Public Accountants. Mr. Jacobson is Manager of the Port of New York Warehousemen's Bureau of Information and is identified with the Central Bureau activities of the American Warehousemen's Association*

### Dear Miss Takes

**Y**EARS and years ago we were taught that the little things are just as important as the big things, and sometimes more so. And to prove it we were told of the general who was hurrying, on horseback, to the battle front; on him alone depended the saving of the day. We then further learned that a horseshoe nail fell out, but he wouldn't stop; then the horseshoe fell off, and the horse tripped and the general was killed and the battle was lost and the king lost his crown, all because of a small horseshoe nail.

Later in life we read about the clerk, in the employ of the Government, who, in proof-reading the new tariff law, put a comma in between the words "Fruit trees" causing it to read "Fruit, trees," and thereby causing a lot of fruit and trees to come into this country, duty free, with a resultant loss to the Government of many tons of thousands of dollars before the error could be rectified.

#### I J K Stew

These stories were all brought back to me recently, when I received a call from the I J K Warehouse Co. They were in an awful stew. They had filed their income tax report for 1918 in apple pie order, paid the tax and promptly forgot about it. But the Government noted a discrepancy in their surplus account and in 1921 made an examination of their books and promptly slapped on an additional tax of \$1,200.

Upon examining their books I found the following facts: in 1918 the secretary, who was also a stockholder of the I J K Warehouse Co., privately learned that Y Warehouse Co. of a different city was willing to sell out cheap. Mr. M., the secretary, thought that it was a good buy for a quick turnover so he asked the I J K Warehouse Co. to lend him \$5,000. With the money he purchased the Y warehouse and immediately sold it with a profit of \$4,000. He then paid back the \$5,000 to the I J K Warehouse Co. An argument promptly arose among the officers of the company as to his right to the profit, not because it wasn't his, but because it was claimed he should have informed the company of the proposed transaction and allowed the company to make the profit. He finally agreed to present the \$4,000 to his company and it was added to the surplus account. They had no account-

ant to advise them at the time, being too busy to engage one, so the recording of the transaction was left to the bookkeeper.

#### The Unwhistled Tune

Mr. Bookkeeper was one of those clever chaps who loved to have his nose in every affair. When it came time for him to enter the check on his books, he wanted to know why the check was drawn and why it was returned so soon with \$4,000 additional. They told him of the transaction and he thereupon charged the check to investment in the Y warehouse instead of to Mr. M. When the money was returned, he credited the investment account, and further credited the \$4,000 to profits on investments, never mentioning anywhere that the original intention was only a loan to Mr. M.

I further discovered that Mr. M. had included in his income tax return for 1918 the \$4,000 profit and had paid a tax of more than \$330 on it. When I pointed out to the Government that the original intention of this \$5,000 was a loan to an individual, as evidenced by the income return of the individual, the Government took the stand that it could not go further than the entries in the I J K Warehouse Co.'s books, and since they showed an investment and not a loan, the tax should be charged against the warehouse, a corporation, and charged at corporation rates, plus excess profits tax, sum total \$1,200. The Government further stated that it might take the reporting of the profit of \$4,000 by an individual as a subterfuge to escape taxes, and fine the I J K Warehouse Co. to the tune of \$1,000, but if the warehouse would remit the \$1,200 immediately it wouldn't whistle the tune.

So, as all stories end, the warehouse paid the additional tax, and my fee, and we all lived happily thereafter, except that now the I J K Warehouse Co. has its books audited monthly.

We have always heard of the fellow who bellows that he knows his cost of doing business. Generally the one who yells the loudest knows the least, and although he has all the methods, systems, etc., he generally lacks the little connecting link that would tie them all up and give him the knowledge he claims he has.

I was called in by a warehouseman of

this type who immediately told me that I needn't change his system, that he didn't employ or need an accountant, but that he had been doing a good business, and has figured his costs and left himself a good margin of profit on each lot, yet at the end of the year found that there wasn't so much left for him as had figured there would be. I made my investigation and before submitting my report I told him an ancient story.

Years ago, in the age of apprenticeships, a young man decided he wanted to be a mirror-maker, so he hied himself to the chief mirror-maker in the town and was told that if he served as an apprentice for full seven years he would be taught how to make mirrors successfully. So he labored year in, year out. About a month before his seven years was up he thought he knew all about mirror making and decided to go into business for himself. When he made his first lot of mirrors, he found that the mercury wouldn't stick. So back he went to his old master and asked him for the secret. But the master said "If you will serve full seven continuous years I will teach you the secret—not otherwise." He went back to the master and again labored for seven years, but this time experience had taught him his lesson and he fulfilled his end of the contract. On the last night his master took him in the private work room. He then prepared a plate of glass by first wiping it clean, then he painted it with a thin varnish, then he poured on the warm mercury. "But master," exclaimed the poor apprentice, "I know all this." "Ah, yes," said the master, "but watch," and as the mercury began to cool he gave a good sized puff and the mercury stuck. That was the little link for which the apprentice had to work for fourteen years.

#### Know Your Business!

So in my report I showed that although the warehouseman had taken into consideration every possible item he had not tied up his payroll distribution with his cost records, and was therefore losing more in money than the cost of learning how to puff.

And while on this subject of the man who knows his business I want to offer the following in evidence:

The cashier of a New Jersey bank had just returned from his lunch when

a card was handed to him stating that J. P. Jones, treasurer of the Blank Warehouse Co. of New York, wished to speak to him. The Blank Warehouse Co. was a name to conjure with and the possibilities of doing business with it were inviting. The cashier welcomed his visitor profusely. The latter stated that his company received a large number of out-of-town checks which were subject to exchange charges and that the company desired, if possible, to avoid these charges and therefore wished to open an account in New Jersey to take care of these checks. Mr. Jones presented a resolution of the board of directors directing him to open an account and draw checks in the name of the company. For about a year everything went well; the bank was satisfied with the rather large deposits made, although not very many of them were subject to exchange charges in New York and the balance maintained was not very large. One day a check drawn by the Blank Warehouse Co. and signed by Jones as treasurer passed through another bank with which the Blank Warehouse Co. was doing business and, through some accident, was paid by this bank and charged to the warehouse company directly without being sent to New Jersey. As a result this check landed on the desk of the Blank Warehouse Co.'s controller. It was discovered that Mr. Jones, a \$20 a week clerk, had taken advantage of the Blank Warehouse Co.'s single-entry bookkeeping system. It is needless to say that the above could never happen with a double-entry system, audited periodically.

#### The Inquisitive Directors

One of the oddest things that I came across was the reason advanced by a warehouseman in Philadelphia for lumping certain class of receipts. This warehouseman had at first made a distinction between his charges for storage and his charges for handling. Later he con-

solidated these so that he could not tell how much he was receiving for them separately, because, he explained, "the board of directors was becoming too inquisitive about the excess of the payroll over the handling charges."

#### The Unsolved Mystery

Louis Mann, the noted character actor, in his play "The Man Who Stood Still," tells a story to the daughter of his bosom friend about a melodrama that he and her father had seen in the Old Bowery Theatre. They were both sitting up in the pit and the name of the play was "Who Stole the Pickles?" In the very first scene the heroine had prepared a wonderful dish of pickles for the hero, when suddenly the lights went out and the pickles disappeared. "Well," continues Louis Mann, "for four acts and twelve scenes they are trying to find out who stole the pickles. In the very last act, the very last scene, the very last word, it is discovered who stole the pickles, and just then a fellow sneezed into your father's ear and I wouldn't tell him, so until this very day he doesn't know who stole the pickles."

Let us for a moment digress and draw on another type of business, that of the restaurant. In a going restaurant business the cash capital required is only the amount necessary to buy the plant, because cash comes in on the first day of doing business. And furthermore, bills for merchandise consumed are not due and payable until ten days E. O. M.

Therefore, when Messrs. P. and G. bought a popular restaurant on the first of February, 1921, and paid \$50,000 cash for it, they were tickled silly at the end of the first week's business to find that they had over \$5,000 in the bank. When at the end of forty days, the day of reckoning, they had paid all their bills for the previous month and had \$4,000 left over they decided this was a success. And they promptly drew

out \$1,000 for their first month's dividends. When at the end of the second month they had \$2,000 in the bank and had paid their bills they were happy so they drew another \$1,000 dividend. But at the third month's day of reckoning they had to scrape to meet the bills and they began to worry. So they asked me in and wanted to know, who stole the pickles, because their receipts were the same yet their bank balance was decreasing. It was very simple to point out that at the end of the first forty days' business when they had \$4,000 left over after meeting the bills of the previous month, they also had taken in ten days' receipts amounting to \$9,200 with which to pay for it, thereby meeting a loss of \$5,200 besides the accrued bills for the ten days' receipts in the new month. And the reason this wasn't known was because they ran their business on a cash basis, and in the business where this is done it takes a few months for the devil to catch up to the hindmost.

#### The Recovered Pickles

So some warehousemen grope along blindly, trying to go it alone and never guessing why they miss the mark. A case in point is that of Mr. B, who bought an old building and decided to be a warehouseman. His only method was to charge for the storage due on lots going out. As usual with this type of warehouseman, his capital was small, and he used his bank balance as indicative of his profits. When his balance dropped to minus he sold out on a basis of equity in building and accrued storage. The purchasers employed accountants to calculate the figures and to the amazement of Mr. B, the seller, he received more than \$8,000 in cash, which was \$10,000 more than he expected. He was still more surprised when he came to figure his income tax return. His pickles were found for him—but it would have been cheaper not to have lost them.

### How Violation of Confidence Lost Business for Two Warehouses

A BUSINESS tip from a shipper to warehousemen is conveyed in a letter received from one of the largest manufacturing companies in the United States by Frank Rochambeau, New York, executive secretary of the American Chain of Warehouses.

The situation involves confidential relations between traffic manager and storage executive, and states that two warehousemen lost the writer's business because they violated that confidence.

Mr. Rochambeau called the attention of the American Chain of Warehouses to the manufacturing company's letter, and several of the members suggested that the letter should, for the information of all warehousemen, be published in *Distribution and Warehousing*. The shipper's letter to Mr. Rochambeau reads in part:

"While writing you, I feel impelled to mention one matter which has caused

us considerable annoyance, and that is the habit of some of your warehouses of telling the railroad representatives who call on them that they are expecting a car of freight from us after we have written them for rates, etc., or when they think it is about time for another carload to be shipped to them.

"These railroad representatives then write their representatives at Cleveland,

who call on us or write soliciting the business.

"In fact, we have on two occasions changed warehouses where this was done to such an extent as to become a nuisance, as we believe our business with your warehouses should be treated confidentially and any information we desire given to the railroad representatives should be given out through this office."

#### New Wolverine Plant

DETROIT, April 18—Plans have been completed by the Wolverine Storage Co. for the construction of an eight-story warehouse building in the southeastern section of Detroit which will provide 101,000 sq. ft. of floor space. Construction of the building is in response to a survey made by the Board of Commerce, which asserts there is need for ten more

storage warehouses in Detroit.

The floors will be laid out entirely free from partitions and all storage space will be sold by marked-off sections. Storage for merchandise of all kinds will be provided, but automobile and household accommodations are of primary consideration. Switching facilities will be provided by the Detroit Terminal R.R.



## FROM THE LEGAL VIEWPOINT

By George F. Kaiser

*Mr. Kaiser is a practising lawyer who makes a special study of warehousing, transfer and automotive affairs*

### What Is Warehouseman's Legal Right When Goods Are Placed in Storage Without Authority?

**L**EGAL EDITOR, *Distribution & Warehousing*: Can you kindly tell us what a warehouseman's legal rights to storage and warehouse labor are in a case where goods are placed in storage with him, the owners afterwards claiming the parties placing goods in had no authority from owners to put goods in storage?

In this case we were called by telephone asking if we could store office fixtures. On being told we could take care of same, parties said they would deliver them to our door. After a two-day delay an attorney makes demand for goods, claiming lessee of building who sent goods in had no right or authority to do so.—*Page Five Proof Storage, R. W. Page, Tulsa, Okla.*

**Answer:** In your State I believe you have a lien under section 3210 of the statutes of 1893, which reads as follows:

"Every person who, while lawfully in possession of an article of personal property, renders any service to the owner thereon by labor or skill employed for the protection, improvement, safekeeping or carriage thereof, has a special lien thereon, dependent on possession for the compensation if any which is due to him from the owners for such services."

In your letter you do not specify just who it was who stored the goods with you. This is really quite important. If they were stored by a thief or someone who had no claim of title through the owner, I think there is no doubt but that you could not subject the goods to your claim of lien.

The New York Court stated in one case that there was nothing in the New York statute which was intended to give a warehouseman a lien upon goods belonging to another stored by a stranger in fraud of the true owner's rights. *Baumann vs. Post*,—Abb. N. C.

This is good sound law, and I think it would hold true in your State as well as in New York.

If the goods were stored with you by someone who has some sort of claim of title or right of possession through the owner, there is a little more doubt as to whether you could subject the property to your right of lien.

Although there are no decisions in

your State or reports of any of your Courts upon this point, I feel fairly safe in saying that I do not think that you would have the right to subject the property mentioned in your letter to your claim of lien as a warehouseman.

In the March, 1922, issue of *Distribution & Warehousing* on pages 17, 18, 19, 20, and 43 is a very interesting article by Charles A. Post, member of the Los Angeles bar, on "The Warehouseman's Lien." I recommend that you read over this article carefully if you have not already done so, giving particular attention to pages 18 and 19.

I assume that the person who stored

the goods with you did not get possession of the goods under a conditional bill of sale or the like. My conclusion therefore is, as I have stated, that you could not subject the goods to a lien as warehouseman.

My suggestion to you would be, if the amount involved is at all substantial, to take this matter up with your local attorneys, showing them your question, this answer and the article in the March issue of *Distribution & Warehousing* referred to. With all the facts in hand they can come as near to giving you a proper opinion as it is possible to do on an unlitigated question.

### Known Custom in Given Trade Must Be Followed

**T**HE Supreme Court of North Carolina in the recent case of *McDearman vs. Morris*, said,

"Where there is a well-known usage or custom which obtains in a given trade or business, it is presumed that all who are engaged in such trade or business contract with a view to such usage or custom, unless the presumption is excluded by agreement of the parties."

Suit was brought to recover the sum of \$636.23, due by contract, and evidenced by three checks given to the plaintiff by the defendant. The amount and correctness of the plaintiff's claim were not denied; but the defendant set up, by way of further defense, a counterclaim in the sum of \$513.73 for tobacco sold to the plaintiff and which was destroyed by fire while on the warehouse floors of the defendant. Plaintiff denied liability upon the ground that although the tobacco had been bid off by him at the sale about two hours prior to the fire, yet it had not been actually delivered or removed and, according to the general custom of the trade then and there prevailing, it was the duty of the defendant to keep such tobacco insured for the benefit of the buyers until they had had a reasonable time within which to remove it.

The defendant carried a policy of insurance covering the "loose leaf tobacco

on the floor and empty hogsheads owned or held by the assured, in trust, or on commission, or on joint account with others, or sold but not delivered," but contended that the tobacco in question was not included in its terms and denied the existence of any such alleged custom or its applicability to the defendant's warehouse in Spring Hope. It was further contended by the defendant that the tobacco had been placed in baskets by the plaintiff's agents and at the time of the fire was only awaiting the arrival of a truck to be carried away. There was also evidence tending to show a local or special custom prevailing on this particular market which was at variance with the general or established custom throughout the tobacco belt, as alleged by plaintiff.

### SUIT AFTER FIRE

**L**EGAL EDITOR, *Distribution & Warehousing*: About a week ago our warehouse burned down. Several parties are suing us. One party claims we did not send the goods to him as he ordered us to do. Can you give us any good advice?—L. A. B., Louisville, Ky.

**Answer:** Yes. Retain local counsel at once to investigate the claims and prepare your defense. There are a number of cases cited in 40 *Cyc.* page 448, under

the heading "Failure to Comply with Instructions as to Delivery."

### BRIEFS

**T**HE Supreme Court of Wisconsin in a recent case decided that buyers of goods taking them from a carrier after having given notice of rejection were not liable for more than their actual value—*Greenberg vs. Perlson*, 186 N. W. page 161.

In the case of *Hines vs. Thomasville Light & Power Co.*, which recently came before the Supreme Court of Alabama on appeal, that Court decided that when a railroad company sues for demurrage, it is entirely a question for the jury to decide whether the cars were delivered by the railroad at a place reasonably accessible for unloading. (90 So. page 316.)

The Supreme Court of Errors of Connecticut recently held that the Act of Congress, providing it is unlawful for a carrier to provide by contract a shorter period than two years, recognizes the legality of a contract which limits the time within which such an action may be brought. — *Humphrey-Cornell Co. vs. Hines*—115 Atlantic, 561.

In Birmingham, Ala., recently a court awarded a citizen \$49.31 for damages he claimed was done to his furniture when moved by a warehouse company. The plaintiff contended that his furniture was scratched and otherwise damaged.

The Court, in deciding the case, pointed out that a custom or usage of this kind must be reasonable, and in cases of this nature it is for the jury to decide whether it is the seller's duty to insure the goods for the buyer's benefit while they are in the seller's warehouse. *McDearman vs. Morris*,—110 S. E. 642.

That a payment is not a voluntary payment when a person pays money to a carrier in order to obtain possession of a shipment, was the decision in the case of *California Adjustment Co. vs. Atchison, T. & S. F. R. Co.* 179 Cal. 140-175 Pacific 682.

The Court further held in this case that if a payment like the one mentioned is illegally exacted, it may be recovered back even though no protest was made by the person who paid the money at the time he made the payment.

### Receipts Decision

**T**HE Supreme Court of Illinois in a recently reported case of *Somers, Jones & Co. v. Spellmire*, reported on page 787 of 152 of the North Eastern Reporter, decided that warehouse receipts are not essential to create contract for storage.

On April 23, 1918, Somers, Jones & Co., a corporation buying and selling grain on the Board of Trade, Chicago, filed its bill in the Circuit Court of Ford County against Spellmire and Charles Inkster, James Inkster, John Inkster,

and Al Phillips, alleging ownership of the oats in an elevator at Melvin, Ill., and praying for an injunction restraining Spellmire from interfering with the removal of the oats from the elevator. The Court said:

"Warehouse receipts were not given to Spellmire until Feb. 1, 1918, when they were called for. Warehouse receipts are not essential to create a contract if that is the agreement, and in such a case the title to the grain does not pass to the owner of the warehouse. *Yockey v. Smith*, 181, Ill. 564, 54 N. E. 1048, 72 Am. St. Rep. 286."

### Through Export Bill of Lading

The Transportation Division has on hand a limited number of copies of Opinion No. 4844 of the Interstate Commerce Commission, showing the prescribed forms of the new Uniform Through Export Bill of Lading. So long as they last, these copies are available for distribution and may be secured from the Transportation Division, Bureau of Foreign and Domestic Commerce, by referring to Miscellaneous Exhibit 240.—*Commerce Reports*.

### COURT UPHOLDS USE OF NAME WITH GOOD WILL

**E**DITOR, *Distribution & Warehousing*: A law suit which I brought recently in the Common Pleas Court here has just been decided in my favor, and I give you as follows a brief outline of the case so that you may pass it on to fellow warehousemen through your columns for whatever value it may be worth:

In August, 1918, I bought out the business of J. M. Fenton, who had been trading for many years as The J. M. Fenton Storage Co., Fenton Storage Co., and The J. M. Storage Co. One of the covenants of the contract of sale was that the use of the name Fenton passed with the good will of the business. J. M. Fenton further agreed that he would withdraw from the storage business for a period of ten years within an area of ten city blocks of the place which he sold and that he would not engage in the business either for himself or for others.

In May, 1921, J. M. Fenton re-established himself in the storage business with his son trading as The John C. Fenton Storage Co. I filed a bill in equity asking that J. M. Fenton be restrained from engaging in the storage business owing to his contract to withdraw from the business. A restraining order was asked against the son John C. Fenton on the ground that his trade name was so similar to mine that it led to a state of confusion, and the public did not know whom they were dealing with.

The Court sustained all the allegations of my bill and issued an injunction restraining both. J. M. Fenton has ceased engaging in the storage business and John C. Fenton is now trading as The Pioneer Storage Co.—*Milton B. Seligman, Fenton Storage Co., Philadelphia*.

### COLLECTING CHARGES SUBSEQUENT TO FIRE

**L**EGAL EDITOR, *Distribution & Warehousing*: We had a fire on Dec. 14, 1920, in one of our warehouses which we used for the storage of baled rags and paper stock. We still have in this same warehouse the remnants of three carloads of paper stock, said cars being received from the N. Y. C. R. R. with whom we have a contract to receive all cars refused or overdue for storage until the shipper has paid all charges. One of these cars was received Nov. 1, 1920, and two cars received Oct. 18, 1920. On the three cars we paid the railroad all freight and demurrage charges amounting to \$313.19. Our storage and handling charges up to time of fire, Dec. 14, are \$99.90, making a total of \$413.09.

Now if you will kindly let us know how or from what source we might expect to collect above amount it will be greatly appreciated.

The building is still in the same condition as the fire left it; our insurance on the building has been adjusted, but so far as we know or can find out nothing has been done about insurance (if there was any) on the contents. Under these conditions will you let us know if we can clear out the building and rebuild, and if we can collect from the shipper for labor involved in clearing building.

In the same building we had about 500 bales of rags belonging to two concerns, but we received them from a local storehouse with all our storage and handling charges paid up to date of fire. After the fire the local storehouse people notified us that they would not pay any more storage on them, although we find that there is quite a little salvage possible from bales as they are now. Could we claim this salvage from these bales and if so under what conditions?

Trusting that we are not asking too much of you, we beg to remain, *Great Eastern Storage, Transfer & Wrecking Corp., S. H. Jordan, President, Troy, N. Y.*

### Answer:

Answer: As to the first paragraph of your question, I may say that your rights undoubtedly depend upon your contract, which should be examined carefully. If you have the right of subrogation to the railroad's claim against the shipper, your claim will be against the shipper, of course. After all, your lien is simply in addition to the shipper's obligation to take the goods or pay the charges.

Answering your second question, it is my impression, on the facts as you state them, that you can clear out the building, but you have no claim for the labor involved.

Answering your third question, you should be able to recover your storage charges from the salvage.

Before proceeding, however, I would suggest you take your contract to local counsel for examination and be guided by his advice after he has examined it.



Central Public Warehouse Co.,  
Indianapolis, Ind.

# What's What

XXXII

**T**HE new storage building under way for the Central Public Warehouse Co., Indianapolis, is of flat-slab type reinforced concrete skeleton construction, with brick curtain walls under windows of steel sash. There are four stories, and a basement under the entire structure.

The building is in three sections separated by fire walls. The front section along Kentucky Avenue—one of the four main radiating avenues in the general city plan—is planned for occupancy by firms doing light manufacturing with incidental storage. There will be space for rental to fifteen or more tenants of this character, as well as room for the offices of the Central company. The other two sections, each 108 by 198 feet in size, and extending back between Sand Street on one side and Pennsylvania Railroad switches on the other, are to be devoted entirely to the Central's warehousing business.

The site is admirably adapted for modern warehouse purposes. The location is only five blocks from Washington Street, the city's main thoroughfare. A main switch from the Pennsylvania Railroad, serving a number of established industries, runs along one side of the property. From this two private switch tracks enter. The inter-urban freight houses are one block away and the steam railroad freight terminal houses are eight blocks distant, as is the center of the wholesale district.

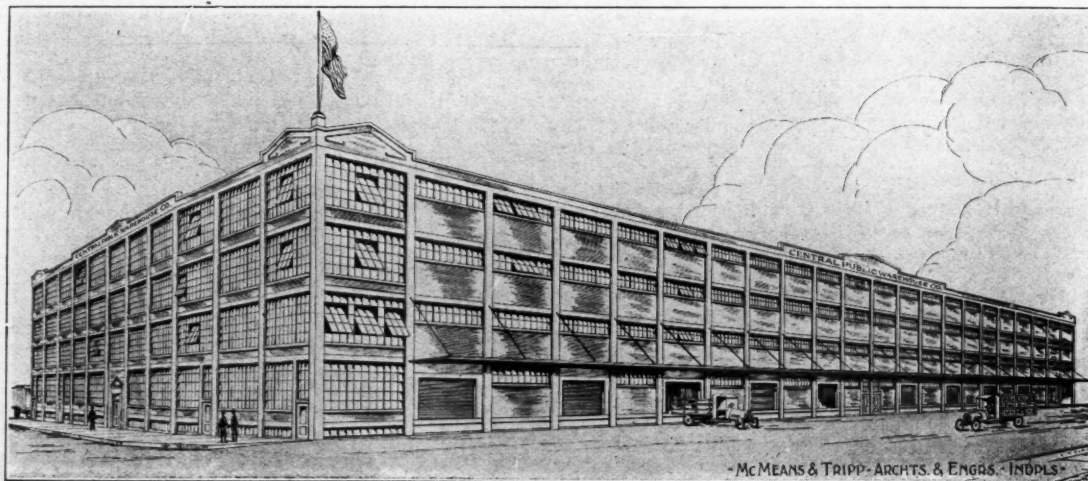
The ground is irregular in shape, being approximately 225 by 450 feet in total size. The building was planned by McMeans and Tripp, Indianapolis architects and engineers, and is to occupy the entire length of the property, with a general width of 108 feet.

Freight consignments received on the private switch tracks at the east side of the building will be unloaded on a concrete platform and thence by hand trucks to the two freight elevators in each warehouse section delivering to all four floors. Steel chutes extend from the platform to the basement, providing for especially rapid handling of goods to this floor. One elevator is of sufficient size and capacity to handle motor vehicles.

The floor loading capacity per square foot as provided in the architects' plans is: basement, virtually unlimited; first floor, 400 pounds; second floor, 350 pounds; third floor, 250 pounds; and the fourth floor, 200 pounds.

Ten large doors on the Sand Street side, five in each of the two warehouse sections facing on that thoroughfare, provide for loading out or receiving goods by motor truck. These doors have rolling steel shutters. A driveway through the building at the extreme south end allows for passage of motor trucks from the street to the area alongside switch tracks, providing for unloading of goods directly from the cars to the trucks.

The first or rear section is now under construction by Latham & Walters, general contractors of Indianapolis.



# in New Buildings

## XXXIII

### Dorchester Fireproof Storage Warehouse Boston, Mass.

**T**HE newly completed addition to the Dorchester Fireproof Storage Warehouse consists of a first-class construction building containing seven floors of approximately four thousand square feet each, adjoining the original building on one side and connecting to the corridors in the older building at each floor level through openings protected with tin-clad fire doors.

The lower floor has no connection with any other part of the new or original buildings, is entered only from the outside through sliding doors and is intended for use as garage space for the trucks belonging to the warehouse. In the garage portion is a brick vault with a fire door used for the storage of oils, greases and spare parts.

A monumental flight of stairs leads to all floors and has an exit to the street at the lower level.

The boiler room is reached from the outside of the building and has no connection with any other portion. In the boiler room is a heating plant sufficient to maintain proper temperatures in the garage and the piano rooms.

Outside of the main body of the addition is a concrete and brick elevator shaft that houses an F. S. Payne Co. freight elevator having a platform nine feet wide and twenty-two feet long. This elevator has a capacity of eight thousand pounds live load, a speed of sixty feet per minute, and is equipped with all the latest devices tending to safety and rugged service. The elevator shaft is well lighted with windows at each floor landing and by a skylight over the pent house. At the ground level and adjoining the elevator well is a shipping shed twenty feet by twenty-six feet, large enough to accommodate two loaded trucks.

With this new elevator the warehouse has an equipment of three electric freight elevators.

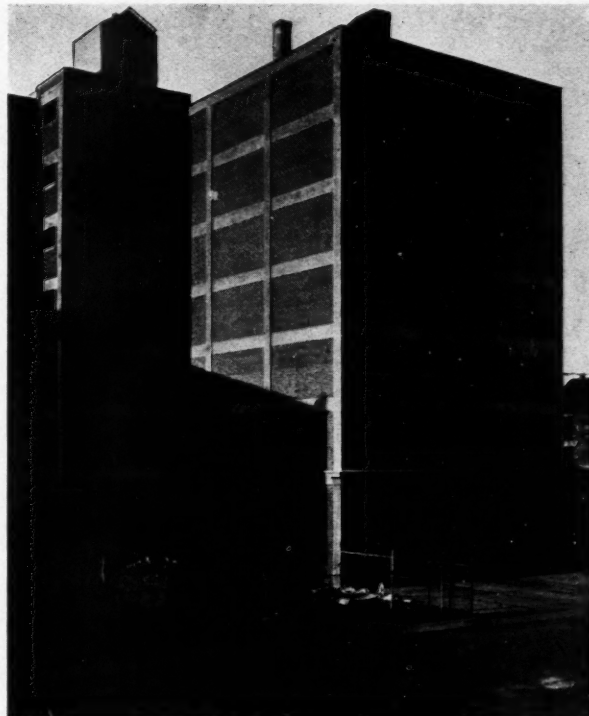
The present extension was planned and directed with a view to facilitating future extensions and the new elevator was located to serve both the present addition and future extensions with the greatest facility.

The construction of all the buildings is substantially the same, the frame being of reinforced concrete. One difference is in the curtain walls. Those of the older buildings are of hollow terra cotta plastered on the outside with Portland Cement, while the curtain walls of the new addition are of brick laid in very rich Portland Cement mortar and with a continuous air space from top to bottom. Particular care was taken to make these walls watertight at the junctions of columns and floors.

All windows are of metal and glazed with wired glass. The sliding doors to the front of the building and the doors to the shipping shed are steel frames covered with wood, making very strong and comparatively light panels which will be free from the usual shortcomings of large doors, warping, shrinking and swelling. The sliding door tracks and hangers are specially designed and made for this particular building. All the bearings are supplied with Hyatt roller bearings of extra large size running on hardened and ground steel pins of special alloy steel.

The interior partitions are of hollow terra cotta tile except those around the boiler room and mezzanine office, which are of brick.

Throughout the preparation of the plans and the execution of the work special stress was laid upon securing the utmost safety against fire damage to the contents.





# EQUIPMENT

NEWS AND REVIEWS

## Clark "Truklift," an Elevating Platform Truck

A GASOLINE-POWERED elevating platform truck, to be known as the "Clark Truklift," has been put in production by the Clark Trutractor Co., Buchanan, Mich., manufacturers of gasoline-driven industrial trucks and tractors. Low initial cost, ease of maintenance, flexibility and continuous twenty-four hour service are "Truklift" features claimed by the builders.

The loading platform is 26 inches wide by 54 inches long and the company states that it will elevate its load of 4000 pounds from a minimum of 11 inches to a maximum of 16 inches from the floor in eight seconds; automatic stops provide for both up and down limits, and elevation can be stopped at any point by hand control lever.

The lifting mechanism is operated by hydraulic pressure. Power for locomotion and elevating the load is derived from a 15 horsepower 4-cylinder tractor engine and a 3½-inch bore and 4½-inch stroke. The engine is mounted at the rear in a closed compartment containing transmission, governor, vacuum tank, radiator, etc.

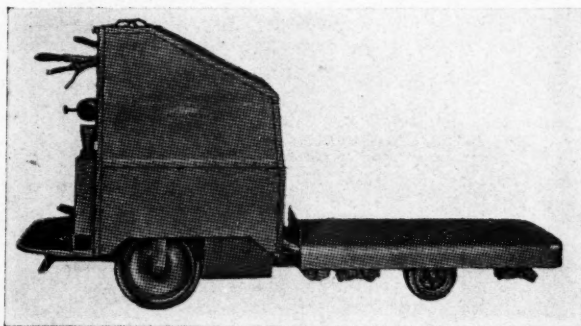
A three point suspension is used, the steering wheel forks being supported in a steel casting which is pivoted at the center of the frame on a chrome nickel steel pin 2 inches in diameter. The drive is through a Clark bevel gear axle equipped with ball and roller bearings located under the loading platform. The driving wheels are cast steel with pressed on rubber tires 10½ by 5 inches; the steering wheels are cast steel disc type with pressed on rubber tires 16 by 3½ inches.

Standard automotive construction has been adhered to wherever possible so that the "Truklift" can be serviced by any good automobile or truck mechanic. The manufacturers claim as a desirable feature the provisions that have been made for accessibility—a hinged hood renders the engine available for inspection instantly and if necessary the machine can be stripped down to the chassis in less than twenty minutes.

The driving and elevating controls are mounted on the rear of the engine compartment and are operated by the driver who drives standing. The brake lever pedal is under the driver's foot and so arranged that the "Truklift" stops automatically if for any reason the operator steps off while the machine is running.

The "Truklift" is the outgrowth of two

Clark "Truklift"  
—a gasoline-  
powered  
elevating  
platform  
truck



years of development and testing work and is intended to meet the needs of those who require a full-powered machine to work eight hours or more a day continuously in the transporting of materials; it will climb a 10 per cent grade

with a 4000 lb. load and has two speeds in each direction.

The total weight of the "Truklift" ready to go to work is 2500 pounds. The over all length is 107 inches; width 35½ inches, and the height is 51 inches.

## For Spotting Cars and Skidding Loads: the Treadwell Portable Hoist

A SELF-CONTAINED small portable hoist, for light hoisting and hauling, has been developed and placed on the market by the Treadwell Engineering Co., Easton, Pa. The machine is designed for spotting cars to and from loading platforms, for skidding loads within or outside of warehouses or at loading platforms, and for hoisting light loads from floor to floor—jobs of a character which require the services of from two to six men.

As the illustration shows, the Treadwell hoist is wholly inclosed in a heavy sheet steel plate casing, mounted on a half-inch steel sole plate. The unit castings forms the support for the drum and gear shaft bearings, the latter being electric steel castings fitted with renewable bronze bushings and lubricated from a waste-packed oil reservoir.

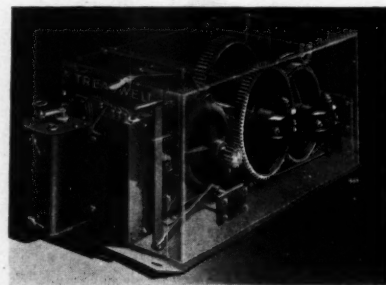
The controller box and resistance panel are, of necessity, mounted on the exterior of the casing. All other mechanism and the motor are entirely inclosed, safeguarding heedless workmen against injury.

The hoist is provided with a clutch manipulated by a lever at the operator's end of the hoist. This lever is automatically locked either "in" or "out." Control of the load is effected by a powerful

band brake whose controlling hand-lever is conveniently placed. This brake lever is normally latched in an "off" position, allowing the hoist drum to run free. A removable door or cover is provided on the top of the casing to give easy access to the mechanism within.

The manufacturers state that all parts except the barrel of the rope drum are made of steel, assuring sturdy and substantial construction.

The eight by twelve inch drum has a capacity of 1500 feet of three-eight inch wire rope and the rated hoisting capacity of 1500 pounds at a speed of 100 feet



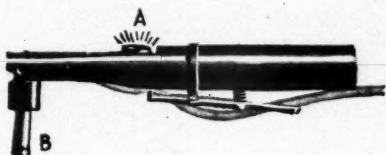
Treadwell portable hoist

per minute. The standard motor employed is five horsepower, operating at 1200 revolutions per minute. The entire hoist measures two feet by two feet by four feet six inches over all.

### "Exide Cell Filler"

THE "Exide Cell Filler," for filling storage battery cells in a manner designed to conserve on time and labor, has been invented and is now being manufactured by the Electric Storage Battery Co.

By means of this tool the exact amount of water is permitted to flow into the cells without overflowing or causing the electrolyte to slop over. The device aids materially in keeping the battery tops dry.



The barrel end of the filler is grasped with the index finger resting upon the trigger on the lower side. The nozzle end "B" is inserted in the filling vent, the trigger is then held down and the water flows through the hose into the cell.

As soon as the level of the liquid reaches the proper height, it causes a contact to be made and a small electric bulb signals "A" lights. The trigger is then released, shutting off the water, and the operation is repeated in the next cell.

### NEW TRUCK MODELS

The Clydesdale Motor Truck Co., Clyde, Ohio, is producing a new model,

the "all-steel truck," with an overall capacity of 6850 pounds, including the chassis weight of 3100 pounds. The chassis, including starting and lighting systems, is offered at \$1,485, f.o.b. Clyde.

The Corbitt Motor Truck Co., Henderson, N. C., has brought out a new 3-ton worm-driven model, assembled with standard units. The list price is \$3,200.

W. C. Durant is developing a truck and light delivery wagon at Flint, Mich., under the guidance of a well known engineer and designer.

At the annual electric automobile show held in New York in April a new model of the C-T electric trucks—the ½-ton Bantam—was among the six makes of trucks displayed. The Bantam is priced at \$1,600 without battery or body. Batteries range from \$450 to \$700 and the chassis has been designed so that any body that will fit a Ford car will fit the Bantam. A standard body is supplied for \$285. In general the new model does not differ radically from the larger models but the battery is placed under a hood and a wide step at the side allows more facility in getting in and out of the driver's seat.

### MORE TRUCK MAKERS ANNOUNCE PRICE CUTS

Further reductions in the cost of motor trucks have taken place. New prices as compared with old ones are announced by various companies as follows:

Make	Capacity, Tons	Price	
		Old	New
Parker*	1		\$1,875
Parker	2½		3,200
Parker	3½	\$4,400	3,950
Parker	5	5,500	4,850
Seneca	½	1,920	820
Triangle	1	1,355	1,285
Triangle	1½	2,350	1,985
Triangle	1	2,700	2,285
Triangle	2½	2,950	2,585

\*Parker 2-ton will be discontinued.

### HISTORY OF THE WAREHOUSE

By H. H. Manchester

(Concluded from page 23)

and warehouses of Porto, the perfection of their reticulated masonry, their cornices and entablatures carved and molded in terra cotta, their mosaic pavements, their system of drainage and ventilation."

The warehouses of Galba, which furnished the model for most other Roman warehouses, were composed of courts surrounded by porticoes wide enough to allow the free circulation of carts, and the unloading of merchandise under shelter. The magazines in which the goods were kept opened upon these porticoes, and were commonly two stories high. The lower floor was usually used for the heavier and more common merchandise, such as tin, marble, wine, oil, grain, honey, dried fruit, and dried fish; while the upper floor was reserved for the rarer and more costly wares, and for the offices of administration.

In excavating one of the ancient

Roman warehouses, not many years ago, a large supply of ivory, amounting to some seven hundred cubic feet, was discovered. This in itself implies a trade with far-off India, astonishing in amount when we realize that it was

### WARD TRUCKS SOLD ON PAY-AS-YOU-SAVE PLAN

ANNOUNCEMENT of a "pay-as-you-save" plan of payment, with a "money-back" offer, is made by the Ward Motor Vehicle Co., Mt. Vernon, N. Y., makers of electric trucks. Under this plan the purchaser pays \$100 with his order, \$495 on delivery of the vehicle, and the balance is payable at \$95.24 or \$135.48 a month, depending on whether a ½-ton or a ¾-ton unit is bought. Based on statements which the purchaser furnishes on the company's order forms, regarding mileage of routes, number of trips each day, approximate number of stops, kind of roads, grades, etc., the company agrees to tell the buyer what each truck should do and guarantees to take back the trucks if promises as to performance are not fulfilled.

New prices are announced representing reductions of from 35 to 40 per cent. The WS-2 model, ½-ton capacity, is now \$2,485, including chassis, battery and body, f.o.b. Mt. Vernon, war tax extra. The WA-2 model, ¾-ton capacity, is now \$3,295, including chassis, battery and body, f.o.b. Mt. Vernon, war tax extra.

A reduction of 5 per cent from these prices is made when five units are purchased at one time, making the respective prices \$2,360.75 for the ½-ton and \$3,130.25 for the ¾-ton. When trucks are bought in units of ten, a reduction of 10 per cent is allowed, making the respective prices \$2,236.50 for the ½-ton and \$2,965.50 for the ¾-ton.

The balance deferred payments, when trucks are bought on the "pay-as-you-save" plan, cover 21 months, with interest at 6 per cent on the deferred payments only. Under this plan, fire, theft and collision insurance is written by the Ward company for the term of the contract.

beyond the frontiers of the Empire.

(Note: This is the first of a series of articles by Mr. Manchester on the history of warehousing. The second will appear in an early issue.)

### HIGHWAY EDUCATIONAL COMMITTEE APPOINTED

WASHINGTON, April 11—The appointment of the educational committee of the Highway and Highway Transport Committee, which met here on April 7, was announced to-day by the National Automobile Chamber of Commerce. The personnel is as follows: T. H. McDonald, chief of the Bureau of Public Roads; Roy D. Chapin, chairman of the Highways Committee of the N. A. C. C.; Dean F. L. Bishop, University of Pittsburgh; Col. W. Boggs of the War Department; Pyke Johnson, Washington representative of the N. A. C. C., and Dr. Walter C. John, acting director of committee.

Plans were formulated by the committee for the dissemination of educational

propaganda for highway transport through the education of pupils in the fifth and sixth grades of the public schools, of which there are 16,000,000, according to a recent census.

The educational committee met with the two national program committees to outline programs for highway engineering and highway transport sections of the proposed second national conference on the educational aspects of highway transport.

The latter part of October was selected as the tentative time for the conference, to be held in Washington. It was proposed that the conference should last three days.



# WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

## News of the American Warehousemen's Association

### Amendments Suggested to Proposed Federal Cold Storage Legislation

**SENATE BILL 3337**, introduced by United States Senator George W. Norris, chairman of the Committee on Agriculture and Forestry, was discussed, and amendments and changes were unanimously approved, at a meeting of the executive committee of the cold storage division of the American Warehousemen's Association at the Hotel Astor on April 11. The meeting was attended by Gardner Poole, Boston, vice-president of the A. W. A.; J. R. Shoemaker, Elmira, N. Y., chairman of the cold storage division's executive committee; Frank A. Horne, New York, chairman of the cold storage legislative committee; A. V. Mason, Pittsburgh; W. B. Mason, Providence, R. I.; W. W. Morse, Minneapolis, president of the A. W. A., and L. T. Crutcher, Kansas City, chairman of the A. W. A.'s public relations committee.

After discussion of the Norris bill, Mr. Horne departed for Washington to present warehousing's viewpoints to the Senator. He found Mr. Norris engaged in a debate on the agricultural appropriation bill. Mr. Horne accordingly addressed a letter to Mr. Norris regarding the measure, which is designed generally to prevent hoarding and deterioration and deception with respect to cold storage foods, to regulate shipments of cold storage foods in interstate and foreign commerce, and for kindred purposes.

As Mr. Horne explained in his letter to Senator Norris, the A.W.A.'s cold storage executive committee, "by unanimous vote approved in general the principles underlying your bill and the provisions contained therein," with exceptions submitted "as containing the suggestions of the cold storage industry"—suggestions the same as those made before the House Committee on Agriculture at the hearings held on House Bill H. R. 7112 beginning last June.

"It is my thought," Mr. Horne wrote in conclusion, "that following the Federal bill the States will conform thereto, and this matter of enforcement will be handled by the joint supervision of the State and Federal authorities."

Mr. Horne enclosed to Senator Norris a copy of Bill S. 3337 with warehousing's suggested amendments written in, and this letter said in part:

"Permit me to briefly state our reasons for the suggested amendments:

"Section 6, Page 6—add the following language after line 19: 'except that the Secretary of Agriculture may, in his discretion, for good cause shown, extend the period of time to not more than eighteen months following the date when such article of food were first placed in cold storage.' The extension of time beyond the twelve months' limit, given to the Secretary of Agriculture for good cause shown, we believe, is necessary under certain circumstances. You will recall that the dealers in frozen eggs made their case successfully before the Conference Committee of the last Congress, and the provision for extension was granted on their product. We believe the same argument can be made with respect to other products, allowing flexibility under certain special conditions which will arise from time to time. This is particularly true of butter in the case of two large producing seasons following each other, when it is impossible to clean up the stocks without great disadvantage to the owners and producers.

"With respect to frozen fish, it is emphatically necessary because of the frequent large runs of certain kinds of fish at a time when there are large stocks of frozen fish in storage, necessitating great waste and destruction of good food when this situation develops. As a matter of fact, this exact thing happened in Massachusetts this last year, and the authorities of that State helped to save valuable food products by granting an extension which is permitted under the laws of Massachusetts. This extension privilege is granted by the laws of many of the States that have cold storage regulation.

"Section 9, Page 7—line 22, omit the words 'and ownership.' This refers to reports which shall be furnished to the Secretary of Agriculture. The labor and expense of providing statistical reports of ownership would be extremely burdensome on the industry and would provide a mass of unnecessary material.

My own concern, for example, has over thirty-five hundred customers, and the labor and difficulty of adequately reporting this information is at once obvious. Moreover, by reason of the use of negotiable receipts which are transferred by indorsement and without notice, it would be impossible for the warehousemen to accurately report with respect to ownership. It does not seem to that industry that reports of this character would serve any useful public purpose.

"Section 11, Page 9, Paragraph (c), and Section 11, Page 10, Paragraph (d)—these two provisions relate to the importation of products carried in cold storage outside of the United States and would seem to be practically impossible of enforcement. Our particular objection is to paragraph (d) which requires that each individual egg should be indelibly stamped with the name and original point and the date of shipment before such eggs shall be admitted into the country. This is a most impracticable and burdensome provision and would be very expensive and destructive of the property in requiring that each individual egg be so handled and marked. I am informed that the above provision regarding importation and marking of eggs was not submitted by the Department of Agriculture, but was introduced in the old Senate bill by an amendment offered for the purpose of discouraging the importation principally of Chinese eggs. It is the opinion of the writer that the best way to protect the domestic production is by the tariff bill now pending before the Senate.

"Section 13, Page 12, line 1—place a period after the word 'him' and strike out the balance of the section. This is a provision requiring written guarantee signed by a shipper regarding prior compliance with the law, to be secured by the warehousemen who subsequently store the products. In the opinion of the practical men in the industry who operate the warehouses and who do not own the goods, this would seem to be a very impractical and burdensome provision for the reason that the terminal warehousemen particularly do not know the prior

history of the products at the time of their receipt in storage and would find it most difficult to establish the necessary guarantee in order to comply with the law. This would seem to be a matter of enforcement by the Department of Agriculture and covered by regulations to be adopted. For example, during the busy season of egg storage, when many thousands of cars are rolling to the terminal points, there are many diversions, sales and transfers that would make it impossible for the warehousemen to know from whom to secure guarantees and the number of intervening owners who may have had custody of the products."

At the New York meeting the question was discussed of holding a mid-Summer meeting of the cold storage division in Washington. This was taken under advisement. Meanwhile it was voted to authorize Mr. Shoemaker to employ an assistant. A report was presented on behalf of Charles L. Criss, A. W. A. secretary, showing that the division's finances were in good shape. Mr. Crutcher presented the proposal for a joint national business promotion and advertising campaign on behalf of all three branches of the industry.

The delegates were guests at a luncheon given by the Port of New York Warehousemen's Bureau of Information and attended also by cold storage warehousemen in New York.

#### Central Bureau Meeting

The "Warehousing Encyclopedia of Storage and Handling" was discussed at a meeting of the Central Bureau committee in Indianapolis on March 29 and 30, the meeting being attended by W. W. Morse, Minneapolis, president of the A. W. A.; John Bekins, Omaha; Chester B. Carruth, Boston; W. I. Ford, Dallas; H. I. Jacobson, New York; John Nichols, Boston; Samuel G. Spear, Boston, and D. L. Tilly, New York. Owing to a death in his family, T. E. Witters, Baltimore, the committee's chairman, was unable to be present.

Mr. Carruth and Mr. Jacobson were requested to continue with the work of compiling and preparing the information for the encyclopedia. Discussion centered on the form and make-up of the book and the order in which the characteristics of commodities are to appear. From 700 to 850 commodities are to be listed and described; these are commodities which, in interstate and foreign commerce, pass through warehouses. Regarding each commodity information will be given as to:

Origin. Whether of animal, mineral or vegetable substance. Uses. Trade routes. When marketed. How packed. Size and dimensions. Characteristics in transit and in storage. Odors, fire hazards, contamination, etc. How piled best. Pile height. Whether withdrawn piecemeal or in round lots. Labor and handling information.

It is not expected that the book will be completed this year. Approximately the first 400 commodities, alphabetically,

will be considered in the preliminary work, which will be ready for presentation probably at the A. W. A.'s annual convention next December. The remaining commodities will be taken up subsequently.

#### Furniture Executives Meet

Members of the executive committee of the household goods division assembled at Pittsburgh on April 7, the meeting being attended by J. W. Glenn, Buffalo, chairman; President Morse; Clarence A. Aspinwall, Washington, D. C.; W. Lee Cotter, Mansfield, Ohio; Charles L. Criss, general secretary of the A. W. A.; H. L. Halverson, Minneapolis; C. J. Neal, Cleveland, and John G. Neeser, New York.

The general household goods situation was discussed, and consideration was given to applications from prospective members and to plans for the annual convention. Mr. Criss presented a complete statement covering finances, showing the division's treasury to be in a healthy condition. Mr. Glenn was authorized to employ a secretary to assist him in carrying on the work of his office. It was voted that Mr. Glenn and other members of the committee should send to *Distribution & Warehousing* news of interest to the household goods warehousemen.

#### Error in Classification

In the Central Bureau report, "Standardization of Basis for Rates," Cold Storage Division, appears an error in the classification of horticultural commodities in the classification shown on ferns, leaves (various kinds) in cases. The classification should read:

	Weight	Storage
Ferns and leaves (various kinds) in case.....		P.
Cases up to 10 cu. ft. computed (10 cu. ft.).....	114	
Cases 10 to 20 cu. ft. computed (15 cu. ft.).....	170	
Cases 20 to 30 cu. ft. computed (25 cu. ft.).....	284	

#### Membership Changes

New members have been elected as follows:

Fireproof Storage Co., Louisville, Ky., affiliating with household goods division. W. T. Hughes is president, Robert Bingham, vice-president, Alexander Gilmour, treasurer, John Buchanan, secretary, and W. M. King, manager.

Fulton Market Cold Storage Co., Chicago, affiliating with cold storage division. George H. Iverson is manager.

Gallaghers Warehouses, Philadelphia, affiliating with merchandise division. James Gallagher is president, James Gallagher, Jr., secretary and treasurer, and Walter J. Merry, manager.

Tech Food Products Co., Wainwright Cold Storage Plant, Pittsburgh, affiliating with cold storage division. C. H. Ridall is president, E. J. Vilsack, vice-president, E. H. Straub, treasurer, W. P. Heckman, secretary.

Resignations are announced as follows:

From merchandise division: DePue Warehouse Co., San Francisco; National Dock & Storage Co., Boston.

From household goods division: Atlas Storage Warehouse Co., Philadelphia; Charles L. Carbrey Warehouse, Mount Vernon, N. Y.; Fort Dearborn Fireproof Storage Co., Chicago; Pioneer Fireproof Storage Warehouses, Brooklyn; Pall Mall Deposit & Forwarding Co., London, England.

From cold storage division: Bronx Refrigerating Co., New York City.

### Baltimore Furniture Warehousemen's Association

#### Would Increase Membership

PLANS for a membership campaign were laid at the March meeting of the Baltimore Furniture Warehousemen's Association at the Hotel Chateau. George D. Magruder, president, appointed C. J. Hamilton, secretary, and Martin J. Reilly as a special committee to investigate companies with a view to membership eligibility.

The question of uniform warehouse receipts to be used by members was discussed and the following members agreed to use the same form of receipt:

Monumental Storage & Carpet Cleaning Co., Fidelity Storage Co., Baltimore Storage & Moving Co., and Security Storage & Trust Co.

The secretary was authorized to have fifty copies of the association's by-laws multigraphed and a copy sent to each member.

### Baltimore Van Owners' Association

#### New Organization

THE Van Owners' Association of Baltimore was organized in that city on March 27 by about thirty companies engaged in the moving and hauling business.

The object, as set forth in the by-laws, is:

"To promote friendly feeling and confidence between members, that valuable aid and advice may thereby be secured; to foster legislation favorable to the moving and hauling business, and to oppose such legislation deemed adverse to the said business, and in every way to promote the best interest of said business with a view and purpose of conducting it in so just and impartial a manner as to be worthy of the full confidence of the public, as well as the members of the association."



Officers were elected as follows:

John G. Leckie, president; N. W. Bortner, B. D. Davidson and M. A. Perrish, vice-presidents; A. Bernard Heine, treasurer and manager of the Fidelity Storage Co., 2104 Maryland avenue, secretary, and W. G. N. Rukert, treasurer. The directors include the foregoing and George D. Magruder, who is president of the Baltimore Furniture Warehousemen's Association; Lawrence A. Naylor and J. Norman Geipe. The following concerns, including some identified with the Maryland Warehousemen's Association and the Baltimore Furniture Warehousemen's Association, are members of the new van owners' organizations:

Arlington Moving & Storage Co., Atlas Safe Deposit & Storage Co., Baltimore Storage & Moving Co., Becker Storage Co., N. W. Bortner & Bro., Carey Storage & Moving Co., Davidson's Transfer, Fidelity Storage Co., Graham's Storage Warehouse Co., Hampden Transfer & Storage Co., Jarboe Bros. Storage Warehouse Co., Kauffman's Transfer, Charles A. Loving & Son, Monumental Storage & Carpet Cleaning Co., People's Storage Co., Piccola Storage Co., Frank B. Reed & Son, Roland Transfer & Storage Co., Security Storage & Trust Co., and Sudler's Express.

### Central Warehousemen's Club

#### Denver Chosen for Convention

DENVER has been selected as the city for the summer or semi-annual convention of the Central Warehousemen's Club. The dates are July 17, 18 and 19. This will give the Central's household goods members who belong to the National Furniture Warehousemen's Association opportunity to leave Mackinac Island, Mich., on the 12th, the day after the National's meeting is concluded, and arrive in Denver in ample time for the opening of the Central's convention.

The decision to meet in Denver was reached at a meeting of the executive committee, held in Chicago on April 3, and was based on returns from an inquiry sent to the Central's members. The balloting showed 53 in favor of Denver, 29 for Peoria, Ill., 22 for Salt Lake City, 1 for Chicago and 1 for Omaha, Neb.

"Reduced railroad fares will prevail," says a notice from George A. Rhame, Minneapolis, secretary, "and those so desiring can go to or by Colorado Springs at no extra expense; and at only slight additional expense can enjoy a side trip to Yellowstone National Park."

Mr. Rhame will shortly supply details as to hotel accommodations, railroad arrangements and rates, etc.

#### New Rate Guide

At a two-day meeting of the rate guide committee in Chicago early in April it was decided to issue a new guide about

July 1. It will include, in addition to the handling rate text, the household goods storage and merchandise tables and the revised terms and conditions as adopted at the Central's convention at St. Louis last December.

### Cleveland Furniture Warehousemen's Association

#### Monthly Meeting

HARRY E. CARRIER, assistant manager of the accounting department of the Cleveland Trust Co., was the guest and the principal speaker at the monthly meeting of the Cleveland Furniture Warehousemen's Association at the Alhambra Restaurant on April 11. Mr. Carrier gave an entertaining and instructive talk on "Co-operation and Accounting."

The following members were represented at the meeting: Neal Fireproof Storage Co., Lincoln Fireproof Storage Co., Windermere Transfer & Moving Co., Scott Bros. Fireproof Storage Co., Lake Shore Moving & Storage Co., Lakewood Fireproof Storage Co., Redhead Storage Co., and John Becker.

### Grand Rapids Transfer and Storage Men's Association

#### Secretary's Plea

EVERETT M. RADCLIFFE, secretary, has distributed among the members a card designed to induce them to "be a booster instead of a criticizer." Under the heading "They've Gotta Quit Kicking Your Secretary 'Round," Mr. Radcliffe says of himself:

- "If he writes a letter, it is too long.
- "If he sends a postal, it is too short.
- "If he edits a pamphlet, he's a spend-thrift.
- "If he goes to a committee meeting, he's butting in.
- "If he stays away, he's a shirker.
- "If the crowd is slim at a luncheon, he should have called the members up.
- "If he calls them up, he's a pest.
- "If he duns a member for his dues, he is insulting.
- "If he does not collect them, he's crazy.
- "If a meeting is a howling success, the Entertainment Committee is praised.
- "If it's a failure, the Secretary is to blame.
- "If he asks for suggestions, he's incompetent.
- "If he doesn't, he's bull-headed.
- "Ashes to ashes,
- "Dust to dust;
- "If the others won't do it,
- "The Secretary must."

### Illinois Furniture Warehousemen's Association

#### In Memoriam

TRIBUTE to the memory of the late Eric A. Werner, who was president of the Werner Bros. Fire-Proof Storage Co. of Chicago, was paid by the Illinois Furniture Warehousemen's Association at its March meeting, held at the Chicago Traffic Club in the LaSalle Hotel. Mr. Werner, who died on March 9, was a member of the Illinois organization.

F. L. Bateman, chairman of a committee appointed to draft a testimonial, presented a leather-bound embossed book, with suitably engraved resolutions. Officers, directors and members will place their signatures in the book, which will be sent to Mrs. Werner on behalf of the association.

On behalf of Mrs. Werner and the Werner company, George A. Julin expressed appreciation for the many expressions of friendship and sympathy received in telegrams, letters and by personal calls at the home.

Arthur W. Reebe, the association's secretary, read messages of sympathy received from warehouse associations in Cleveland, New York, on the Pacific coast and elsewhere.

On behalf of the advertising committee, M. D. Snedcor, chairman, submitted a sample sheet for the members' advertisements in Chicago's new telephone directory, to be known as the "White Book." The form was adopted, the cost to individual companies being estimated as between \$5 and \$6 a month, representing a saving as compared with the amounts being spent at present for this class of advertising.

A motion was adopted that the insurance committee, Mr. Hollander chairman, send a questionnaire to the members asking for data and whether they would be interested in a group insurance plan, if a satisfactory one could be worked out by the committee.

The meeting was addressed by J. M. Walker, president of the O. K. Transfer & Storage Co. of Memphis, Tenn., who gave an interesting talk on warehouse conditions.

M. H. Kennelly, president, was asked to appoint a committee to investigate packing material rates and costs, the opinion of members being that the charges are excessive. The committee will report to the board of directors.

### Minnesota Warehousemen's Association

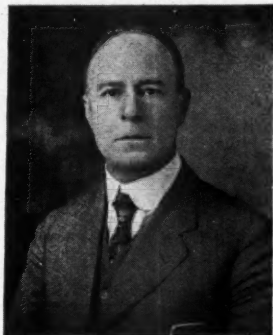
#### Annual Meeting

WITH seventy-six persons attending, the Minnesota Warehousemen's Association held its annual meeting at the

Traffic Club in Minneapolis on the evening of April 21, and elected officers as follows:

President, George Hamley, Colonial Warehouse Co., Minneapolis; vice-president, John P. Feuling, Central Warehouse Co., St. Paul; secretary-treasurer, George A. Rhame, 732 McKnight Building, Minneapolis.

Directors were elected as follows: H. L. Halverson, Boyd Transfer & Storage Co.,



**GEORGE HAMLEY**  
*Elected president of Minnesota Warehousemen's Association*

Minneapolis; W. E. Morse, Security Warehouse Co., Minneapolis; T. J. Skellet, Skellet Co., Minneapolis; F. D. Newell, Minneapolis Cold Storage Co.; R. H. Hall, Security Storage & Van Co., Duluth, and Mr. Hamley and Mr. Feuling.

After the short business meeting, dancing and other amusements were provided.

## Missouri Warehousemen's Association

### First Convention

WITH a spirit of co-operation as the keynote of the convention, the Missouri Warehousemen's Association held its first meeting on April 21 and 22 in St. Louis. The association was organized last December during the sessions of the American Warehousemen's Association and grew out of a need, which had been recognized for some time, for a State organization which would aid the individual warehousemen of Missouri to solve their problems collectively. A summary of the first convention brings emphasis to the following points:

Warehousemen must know their costs. More publicity must be given to the storageman's point of view.

The warehouse industry during the past few years has become an important link in the distribution chain.

The warehouse performs a service which is not provided for by any other agency.

There must be co-operation.

About 150 members were present and each of the division meetings—cold

storage, household goods and merchandise—was well attended.

The convention, it was unanimously agreed, awakened the warehousemen of Missouri to the value of having a State organization. The interest displayed in discussions proved conclusively that co-operation must exist among State members if their business is to go forward as a unit toward higher standards of service and efficiency.

The meeting was called to order by L. L. Leonard of the General Warehousing Co., St. Louis, who is the association's president. After the roll call, Carl J. Baer of the St. Louis Chamber of Commerce made an address of welcome to the delegates. There followed welcoming addresses to members of the various divisions—by R. H. Switzler, St. Louis, for the cold storage section; L. J. Withrow and William McGregor, both of St. Louis, for the household goods division; and Fred R. Long, St. Louis, for the merchandise division.

One of the important steps of the first general session was a motion for the appointment of a committee to investigate and learn whether all warehouses in Missouri were under bond as required by law. It was said many warehouses in the State were operating without the \$25,000 bond the State requires.

Another motion was made and approved that a committee should be appointed to analyze the cost of doing business and to make a report to the members of the organization. It was pointed out that warehousemen are selling service and space, that they manufacture nothing, and therefore do not come under the Sherman anti-trust law.

A general committee was also appointed to analyze insurance costs, with a view to a uniform policy governing all branches of insurance for the warehousing industry.

On the night of Feb. 21, following the division meetings, a banquet was held at which Governor Arthur M. Hyde of Missouri was the principal speaker. A minstrel show, "Just As It Happened," was presented by the St. Louis household goods warehousemen. The show was called "An interlude of lighter vein in the every-day work of an H. H. G. warehouse." And it was all of that, with Julian Gibson, L. L. Leonard, Charles Flesch, George Dessau, A. H. Dessau, H. H. Keller, Harry Forster, Isadore Fry and Arthur Portmann taking part.

Following the morning division and general sessions on the 22nd the delegates were taken on a tour through St. Louis, concluding at the Riverview Country Club, where a fine sight of the high-stage Mississippi River was afforded.

Following were the officers and directors elected at the general session on the afternoon of the 22nd, all being re-elections:

L. L. Leonard, St. Louis, president; Julian M. Gibson, St. Louis, secretary; D. P. Bray, Kansas City, vice-president of the household goods division; E. L. Winterman, Kansas City, vice-president

of the cold storage division; W. A. Sammis, Kansas City, vice-president of the merchandise division; B. F. Niedorp, St. Joseph, treasurer; and Fred R. Long of St. Louis, R. H. Switzler of St. Louis and F. A. Tonnies, Joplin, directors, together with the officers.

On the afternoon of the 21st, following the first general assembly, the divisions met in different rooms and took up their individual problems.

The cold storage section was perhaps particularly enthusiastic. It was the first time the cold storage warehouse interests of Missouri had ever gotten together for the purpose of explaining various methods and swapping experiences. Milton W. Browne, Kansas City, discussed "Modern Cold Storage Refrigeration." R. H. Switzler, St. Louis, who has suggested the inquiry into the bond situation during the general session, spoke on the present bill before Congress relating to cold storage, explaining the provisions of the proposed Federal legislation as they would affect the warehouse industry. Another paper before the cold storage section was on "Net and Gross Weight," by R. T. Winterman, St. Louis.

An afternoon of live discussion resulted from the meeting of the merchandise division. A resolution was adopted providing for a cost accounting system to be used in merchandising warehouses throughout the State. So varied were the methods used that the discussion was considered invaluable. The paper which led the discussion was read by Fred R. Long, St. Louis. It was pointed out that an efficient method of cost accounting is the most necessary feature for the merchandise warehousing business.

It developed that cost experiences showed that certain departments of many merchandise warehouses were operating at a loss and were being carried by other departments the cost of operation of which had been figured more efficiently.

It was also resolved that the division adopt the uniform warehouse receipt of the American Warehousemen's Association and to be approved by the American Bankers' Association.

A talk by A. J. Widmer of the Widmer Engineering Co., St. Louis, brought out some interesting facts regarding the cost of construction of warehouses now as compared with war period costs.

It was the opinion of the division that not enough spread is allowed in freight rates between carload and less than carload lots, and an interesting discussion of this phase developed.

Perhaps the paper of most general interest was written by L. T. Crutcher, Kansas City. Mr. Crutcher was unable to be present and his address was read by W. A. Sammis, Kansas City. It dealt with the "Broader Fields in Warehousing" and stressed the importance of informing the public of the warehouseman's side of the storage industry.

"The future of the industry depends on the ability to think and act in a national way," the paper stated in part. "There is an absolute need now for warehousemen in the State to think and



act in terms of State interest and get out of the local way of doing business. It is only through associations that we can voice our opinions and give expression to our public. The slogan from now on must be 'The Public Be Informed.'

"The time has come when steps must be taken to create a public opinion that understands the fundamental principles of warehousing operations and is sympathetic with them."

In the household goods division chief interest and discussion centered about the address of Julian M. Gibson, secretary of the association, on "Labor Questions." St. Louis warehousemen have been employing union labor and Kansas City non-union. The difference made the talk of great interest.

"Cost Accounting," "Rate Tables and Methods of Computing Rates," "Should Moving Vans Be Standardized?" "Should Estimates Be Given in Any of the Four Branches of our Business," and other interesting subjects were discussed in the household goods division.

#### New Members

At a meeting of the directors on May 21 the Missouri association elected the following new members:

Marlatt Transfer & Storage Co., Joplin (household goods and merchandise); Pennsylvania Terminal Warehouse Co., St. Louis (merchandise); Orcutt Storage, Packing & Moving Co., St. Louis (household goods); Handlan Warehouse Co., St. Louis (merchandise); Columbia Terminals Co., St. Louis (merchandise); Acme Storage & Moving Co., St. Louis (household goods); Artesian Ice & Cold Storage Co., St. Joseph (cold storage); McPheeters Warehouse Co., St. Louis (merchandise).

### National Association of Commercial Haulers

#### 12-Point Program

**T**HE suggested program of activities for the National Association of Commercial Haulers, with which many warehouse companies are identified, is announced by Tom Snyder, Indianapolis, chairman of the uniform methods committee, as follows:

1. The immediate analysis of all legislation now pending before Congress or the United States Senate, and the analysis of such legislation already enacted affecting this industry, and the publication of a survey of all such legislation, setting forth its benefits or disadvantages to the secretaries of all organized city or State associations affiliated with the National Association of Commercial Haulers, and to develop methods whereby such legislation may be amended and advanced.

2. To immediately analyze the National Uniform Motor Vehicle registra-

tion taxation and regulation proposals, to select one in its present form or to amend, or to redraw, such a measure and to advocate its national adoption.

3. To establish a cost system bureau which shall analyze out of the actual working experience of operators the cost of operating motor trucks and trailers of various units engaged in city cartage and highway transport.

Such analysis to cover the kind and condition of streets and highways over which trucks and trailers are operated, kind of commodities hauled, rates charged, terminal conditions, tire, gas and oil consumption, truck depreciation, and shall be so complete and dependable that such an analysis will serve as a precedent, and enable this association to assist its members to improve the service standards of this industry.

4. To establish a separately conducted cost system bureau in the operation of horse-drawn vehicles, such analysis to cover units in relation to tonnage and distance hauled, terminal and street congestion, number of teams in operation under such analysis, and enable this association to assist its members to improve the service standards of this industry.

5. To analyze the rapidly approaching problems of terminal and street congestion, and to collect copies of all city ordinances enacted for the purpose of relieving such congestion, securing from cartage and transfer men in cities where such ordinances are effective the constructive or obstructive character of such ordinances.

6. To analyze the effect of store door delivery by railways upon this industry and be prepared to meet it.

7. To so analyze inter-city motor express, rural motor express and all commercial motor transport, that we may be able to assist our members in establishing permanent dependable systems, and thus centralize direction, in this rapidly expanding and closely related industry, in the hands of the established commercial haulers.

8. To increase our influence and direction in all modes of motor transport by leading in the establishment of motor transport terminals, and to advocate the liberal provision for motor transport platforms and clearing house facilities in all new commercial warehouses.

9. To so provide ourselves with dependable data covering this entire industry that we may be able to go before the Interstate Commerce Commission, the Public Utility Commission of any State, or any State Legislature and influence a constructive regulation of the industry, or that we may provide State or city associations with such data as will enable them to secure fair legislation and regulation.

10. To establish reciprocal relations with any national or State association organized for, or benefitted by, the successful development of this industry, and to provide for a Washington representative who can work with and secure the cooperation of such other representatives, whose interests will be the successful development of motor trans-

port, and which will enable us to advance the welfare of this industry.

11. To begin at once the organization of city associations through the principle cartage, motor transport and warehousemen, and through such associations the organization of State associations.

12. To immediately establish a data bureau covering costs and experience in every detail of the industry and to make available to members of this association such dependable information as they will need in the conduct of their business, or in the establishment of new departments or experiments.

### National Furniture Warehousemen's Association

#### Mackinac Island Chosen for Annual Convention, July 7-11

**T**HE annual convention of the National Furniture Warehousemen's Association is to be held at the Grand Hotel, Mackinac Island, Mich., on July 7, 8, 10 and 11. It was at this hotel that the National was organized in the summer of 1920.

It seems entirely probable that the semi-annual or winter meeting will be held in New York City next January in conjunction with the twenty-fifth anniversary convention of the New York Furniture Warehousemen's Association.

#### Membership Totals 544

With the election of nine new members and a resignation by one company, the National now has 544 members. New members have been accepted as follows:

Birrers Motor Freight & Transport Co., Inc., Poughkeepsie, N. Y. Frank X. Birrer is president and Mrs. F. Birrer is secretary.

Cache Valley Commission Co., Logan, Utah.

Carman Fire-Proof Storage Warehouse, New York City.

Jones Storage & Transfer Co., Butte, Mont. R. T. McCulloch is president and H. A. Frank is secretary.

Minneapolis Transfer & Warehouse Co., Minneapolis. F. E. Lampson is president and J. L. Holmes is secretary.

Murphy Transfer & Storage Co., Minneapolis. E. L. Murphy, Sr., is president and secretary.

Rockford Storage Warehouses, Rockford, Ill. John V. Petritz is president and John G. Petritz is secretary.

Springfield Warehouse & Transfer Co., Springfield, Mo. E. O. Stonebraker is president and B. H. Stonebraker is secretary.

Stevens Bros., Saginaw, Mich.

The resignation by the Euclid Avenue Fireproof Storage Co., Cleveland, results from the fact that the Euclid firm has been taken over by the Neal Fireproof Storage Co., one of the National's members in that city.

### Committee Changes

Buell G. Miller, secretary of the Miller North Broad Storage Co., Philadelphia, has been appointed chairman of the membership committee in place of J. H. Troyer, Chicago, resigned.

President Charles S. Morris has added the following to the publicity committee: Frederick Petry, Jr., Trenton, N. J.; C. J. Hamilton, Baltimore; Willard Eldredge, Atlantic City, N. J.

### Canadians Would Be Associates

A request that the Canadian companies identified with the National be changed from active to associate membership has been received from Fred Crone, Vancouver, president of the Canadian Storage & Transfermen's Association. This proposal will be considered at the coming Mackinac Island meeting, as an amendment to the constitution and by-laws would be necessary.

### Advertising Campaign

In the "Men and Business" column conducted by Richard Spillane in Philadelphia *Public Ledger* appears the following:

"Either from observation or from experience Benjamin Franklin once remarked that 'three removes are worse than one fire.' The members of the National Furniture Warehousemen's Association do not challenge the correctness of Poor Richard's statement as applied to his time, but they say it is not true to-day and, to convince the public, they are planning to spend \$100,000 or \$200,000 in a campaign of national advertising.

"Epigrams stick in the mind. Because of this fact many families have a holy horror of turning their household goods over to the truckmen. There is said to be more furniture laid away in basements of apartment houses than in all the storage warehouses of America. By dampness and other causes stuff in basements suffers damage and deterioration.

"The warehouse men want to educate the people to use the warehouse as it should be used. They propose to acquaint the people with the scientific development to which the packing and handling of household goods have been brought, the care in which the movers transport the stuff and the service given in the warehouse.

"They have a good story to tell. They have no illusions as to what they have to overcome in getting Franklin's idea out of the minds of the multitude, but they can do it with printers' ink if they use it intelligently."

## Ohio Association of Commercial Haulers

### Directors Meet

At a meeting of the directors of the Ohio Association of Commercial

Haulers at the Deshler on April 10, J. O. Brown, Columbus, formerly secretary of the haulers' organization, was elected secretary of the State body. He succeeds W. C. Wheelock, Cleveland, who had been acting secretary since the last annual meeting.

Other subjects discussed at the directors' meeting included finances and membership.

At the annual meeting of the Columbus Association of Commercial Haulers, Robert Klie and Lloyd Riley were elected directors. Hold-over members are W. R. Supplee, W. H. Kutchbach, D. E. Edwards, T. A. Doll and H. A. Laisure. The new board will meet soon to elect officers and steps will be taken to increase the association's membership.

## Pennsylvania Furniture Warehousemen's Assoc.

### Monthly Meeting

THE new bill of lading, effective April 1, was discussed at the March meeting of the Pennsylvania Furniture Warehousemen's Association. This is explained fully in Supplement No. 16 (which cancels Supplement No. 15) in Consolidated Classification No. 2. The principal feature of it is a clause which follows:

If this shipment is to be delivered to the consignee without recourse on the consignor, the consignor shall sign the following statement. The carrier shall not make delivery of this shipment without payment of freight and all other lawful charges (See Sect. 7 of Conditions).

.....  
Signature of Consignor

Joseph P. Carson, chairman of the transportation committee, said he had asked the Reading Railway what the effect this clause would have on present practice of coming back on the shipper for additional freight charges on shipments, long after shipments have been made. He was told that while it would seem from the wording that the railroad could not collect additional charges, yet the law was very clear in the statement that the carriers were entitled to their just rates under any and all conditions.

C. G. Wightman, secretary, stated he had been advised by the general freight office that the bill of lading in effect up to April 1 could be used until July 1, the various agents having been supplied with stickers to attach to the old bill. As this sticker requires the signature of the shipper as well as that of the agent, it was suggested that the shipper could obtain a supply of these stickers from the stations at which he made his shipments and place them on the bills of lading when they were made out, rather than rely on the men making shipment.

Mr. Carson read a communication

from the Atlas Storage Warehouse Co. addressed to the Pennsylvania Railroad, at the Thirtieth and Market Street Station, complaining that arrival notices were finding their way into the hands of teamsters at that station and that the teamsters were soliciting the delivery of shipments. A letter from the agent was read conceding that steps should be taken to prevent this and promising an inquiry with a view to remedying the situation.

For the insurance committee, Robert Wallace reported that rates on fire, collision and theft would be presented at the next meeting.

Walter E. Sweeting, president, called attention to the industrial relations committee of the Chamber of Commerce and suggested a financial contribution in support of its activities. A resolution was adopted authorizing the treasurer to donate \$100 at such time as, in his judgment, conditions permitted.

Price cutting on cartage was discussed and opinion was expressed that it would lead to poorer service for the public.

Morrison Wood gave a demonstration of the Neal "handy saw."

President Sweeting announced appointment of the following committees for the ensuing year:

Arbitration, F. L. Harner, chairman; A. P. Hill, E. F. Kromer, H. J. Robinson, C. G. Wightman. Laws and legislation, Robert Wallace, chairman; G. W. Alexander, James F. Keenan, George McCulloch, S. V. P. Quackenbush. Transportation, Joseph P. Carson, chairman; M. Hildenbrand, G. R. Lenhart, M. B. Seligman, J. J. Starkey. Uniform methods, C. G. Wightman, chairman; W. Cassel, J. W. Comyns, W. H. Fisher, D. V. Murdoch. Labor, John F. Rhoads, chairman; H. J. Lutz, B. G. Miller, William Oldfield, W. A. Whitmore. Insurance, A. P. Hill, chairman; H. F. Burns, Charles Fitzpatrick, Samuel Johnston, Robert Wallace. Membership, W. H. Protzman, chairman; F. E. Aaron, J. H. Hoeveler, E. F. Kromer, R. C. Lay. Entertainment, F. E. Aaron, chairman; George Emig, W. H. Protzman, J. J. Starkey, L. Strouse.

### April Meeting

Insurance was the chief theme of discussion at the April meeting. Proposals were presented from various insurance companies and these were discussed in detail by the members and by representatives of some of the insurance concerns.

Robert Wallace, for the insurance committee, reported he had obtained from the Aetna Company a policy offer which protects the legal liability of the truck owner and covers also the owner of the goods to the face value of the policy. A representative of the Aetna Company, H. I. Scheppe, outlined the policy.

On recommendation by William H. Protzman of the outgoing transportation committee it was decided to drop, as unimportant, the matter of prepayment of charges on express shipments on second hand furniture.

A letter was read by C. G. Wightman,



secretary, from the Pennsylvania State Chamber of Commerce asking the Pennsylvania association to take out membership. No action was taken.

It was brought out that the National Furniture Warehousemen's Association had appointed F. J. Ross & Co., New York, to investigate the possibilities of a campaign of national advertising on behalf of the National, to promote in the public mind confidence in the modern household goods warehouseman and his method of doing business. Norman Weaver, vice-president of the Ross company, addressed the meeting on advertising and its application to the business of furniture storagemen.

The entertainment committee was authorized to arrange a shad dinner at the Mohican Club on May 10.

### Port of New York Warehousemen's Bureau of Information

#### Errors in Custom House Guide

Of interest to national distributors who use warehouses, and to storage executives, is the 1922 edition, just published, of the Custom House Guide (price \$5, postpaid), published by the Custom House Guide, Brokers' Room, Custom House, New York City, for warehousemen, customs brokers, exporters, importers, steamship lines, rail roads, shipping agents, forwarders, truckmen, insurance brokers, banks, customs officials, etc.

On pages 120 to 149 inclusive are given the general order rates, and the Port of New York Warehousemen's Bureau of Information has called to the attention of the publishers that this section of the book contains errors. A letter setting forth what these mistakes are has been distributed to warehousemen at the various ports on behalf of the bureau by its manager, H. I. Jacobson. For the information of all purchasers and users of the Guide the errors are as follows:

Item 5: rates should read 40, 50 and 75 instead of 50, 50 and 50.

Item 15: this is erroneously numbered. It should read "Ale, Beer and Porter, bottled in casks, in proportion," and there should be no rates.

Item 51: should read "15-21" pounds instead of "1521."

Item 88: after the rates should appear the words "No Labor."

Item 92: this has been omitted; it should read "Black Plates, in bundles, pkgs, boxes, per 100 lbs.," and the rates should be 7, 8 and 12.

Item 145: rate should be 8, 9 and 9 instead of 8, 9 and 12.

Item 167: Insert "Cassia Oil—See Oil."

Items 181 and 182 are confused. Item 181 should read "Cheese, Italian, in bxs. abt. 250 lbs. per

box," and the rates should be 19, 23 and 30. Item 182 (omitted) should read "Cheese, Italian, baskets, abt. 300 lbs. each," and the rates should be 32, 38 and 36.

Items 191 and 192 are confused. Item 191 should read "Chemicals, China salt, casks per 100 lbs." and the rates should be 7, 8 and 12. Item 192 (omitted) should read "Chemicals, Salt, Cathartic, in barrels, per 100 lbs." and the rates should be 7, 8 and 12.

Item 221: the rates should be 5, 6 and 12 instead of 13, 15 and 15.

Item 440: should read "Preserves, Jams," etc. (instead of "Jellies").

Item 628: rates should be 62, 75 and 75 instead of 6, 8 and 8.

Item 631: rates should be 6, 8 and 8 instead of 6, 8 and 12.

Item 784: Insert "Rape Seeds—See Seeds."

Item 904: rates should be 15, 18 and 14 instead of 15, 18 and 24.

[Note: A list of corrections furnished to Distribution & Warehousing by the Custom House Guide sets forth that in Item 5 the rates are correct as given in the Guide—that is, 50, 50 and 50; that in Item 51 the pounds per box should read "715-21"; and that in Item 904 the rates are correct as given in the Guide—that is, 15, 18 and 24. With these assertions, representatives of the Port of New York association are unable to agree and urge warehousemen to accept the changes stipulated by Mr. Jacobson. Regarding Item 51 Mr. Jacobson points out that there is no such thing as a 715 lb. box of powder.—Ed.]

Mr. Jacobson calls attention to the fact that the Terms and Conditions as published on pages 64, 65 and 66 are those of the Central Warehousemen's Club, which do not apply to the ports of the country, but were devised especially for inland warehouses and are to be revised in the general movement to standardize the Terms and Conditions.

The Guide contains nearly 1000 pages and contains sections dealing with procedure for bonding a warehouse; customs regulations for storage warehouses; lists of customs and free warehouses at all American customs ports; lists of commodities prohibited from storage in stipulated or listed warehouses; procedure for the sale of goods for storage charges; customs regulations relating to merchandise transported in bond or in transit; list of carriers bonded for transportation of merchandise in bond; list of frontier ports; procedure to obtain a truckman's custom house license; customs regulations covering cartage and lighterage; rules governing general order rates, covering 941 commodities; rates for cartage for public store packages; information relating to piers, ferriage, vehicle rates, pilotage, harbor and wharf charges. etc.; and, at various ports, description of facilities and limits, lists of customs brokers, customs and free warehouses, carriers, steamship lines, importers and exporters; lists of members, officers and committees of a number of the United States and Canadian warehousing associations, and kindred data.

### Southern New England Warehousemen's Club

#### Organization Meeting

A NEW organization enters the ranks of public storage associations—the Southern New England Warehousemen's Club, which was formed at New Bedford, Mass., on April 6 by representatives of warehouse companies in that city and Fall River, Mass., and Providence, R. I. Officers were elected as follows:

President, Clarence R. O'Brien, treasurer and general manager of the New Bedford Storage Warehouse Co.; vice-president, Rudolph Haffenreffer, Old Colony Products Co., Fall River; treasurer, Chester A. W. Best, treasurer of the Nauset Warehouse Co., New Bedford; secretary, H. E. Leaver, superintendent of the Terminal Warehouse Co. of R. I., Providence.

Members include the foregoing four companies and the following: Belleville Warehouse Co. and Winslow & Mackenzie Co., New Bedford; Mackenzie & Winslow, Inc., Watuppa Warehouse Co., Fall River Warehouse and Keogh Storage Co., Fall River; and Fox Point Warehouses, Inc., and Merchants' Cold Storage & Warehouse Co., Providence.

The object, according to President O'Brien, is mainly to promote friendship among the warehousemen in southeastern Massachusetts and Rhode Island. The membership is comprised thus far almost entirely of companies which include cotton among goods stored. Three or four meetings a year will be held. By-laws are patterned after those of the Massachusetts Warehousemen's Association but it is considered that the latter is doing all that is necessary for warehousemen in southeastern New England and no effort will be made to carry on the same kind of work or to conflict in any way with the activities of the Massachusetts association.

### Van Owners' Association of Greater New York

#### Guide for Charging

THE transportation committee of the Van Owners' Association of Greater New York has prepared a guide to its members in making charges for out-of-town moving jobs. It is submitted with the comment that the rates have been graduated according to distance and it is expected that the scale shown will yield a small profit on this class of work when the average of long and short hauls is considered. The guide follows:

Miles	Rate	Charge
20	\$1.75	\$35.00
22	1.70	37.40
24	1.65	39.60
26	1.60	41.60
28	1.55	43.40
30	1.50	45.00
32	1.45	46.40

(Concluded on page 56)

## Joint Operation of Railroad Terminals Will Be Urged Upon Congress

WASHINGTON, April 29.—Unification and joint operation of terminals by the railroads, wherever such unification and joint operation will result in economy and better service, will be definitely recommended to Congress by the Joint Commission of Agricultural Inquiry, it was announced here to-day. Since March 1, 1920, these unifications of terminal facilities and joint operation at terminals have been in large part abandoned.

"Many railroads," according to Representative Sidney Anderson, chairman of the Commission, "do not desire to join with other railroads in the common use of terminals and their joint operation, feeling that they will thereby lose some of their competitive advantages. We have found, however, that where consolidations have been made large sums of money are saved annually in operating expenses, with the added advantage of making possible the handling of a larger volume of traffic without additional expenditures for new tracks and other facilities."

The Commission believes that the carriers should carry out the spirit of the law and effect these consolidations wherever possible, and it will recommend that the Interstate Commerce Commission investigate and point out to the carriers such consolidations as may be feasible.

Further recommendations to Congress will be made as follows:

### Would Utilize Capacity

That the railroads and shippers cooperate to secure the full utilization of the carrying capacity of cars wherever possible; that permanent joint railroad and shippers' committees be organized to carry on a nationwide campaign to reduce loss and damage to goods in transit; that freight revenue divisions should be promptly revised to the basis of two-figure percentages; that regional clearing houses be established for the current settlement of debits and credits growing out of rate divisions; that the railroads should adopt universal through waybilling of interline freight; that the railroads maintain complete cost data covering each item of expense with particular reference to the maintenance of equipment; that the railroads adopt better systems for checking the extent and value of repairs to equipment when made by lines other than the line owning the car.

### Bad Order Cars

The Commission has found that the number of cars in bad order exceeds all previous records and unless bad order cars are promptly repaired the supply will be materially impaired; also that a large proportion of the cars being used in interline movement are box cars and should be made fit for bulk grain loading; and all other classes of freight equipment should be promptly made suitable for all requirements, including

general interchange throughout the country.

Of interest particularly to the cold storage warehouse industry are recommendations which, Mr. Anderson said, would be made to Congress as follows:

### Cold Storage Suggestions

1. Extensive and prompt additions to present refrigerator car equipment by each carrier in accordance with its needs or extension of the equipment and activities of private line car companies handling fruits and vegetables.

2. A central control of refrigerator car supply.

3. Progressive retirement of the older and inefficient equipment.

4. Co-ordinated investigation by the United States Department of Agriculture, Interstate Commerce Commission, shippers and the carriers.

It is intended by this plan to bring about the following results: Improved methods of harvesting, packing, handling, storing, and refrigeration in transit; development of a more efficient protective service against cold; co-operation between shippers and carriers; reduction of peak movement by adding to storage facilities when such additions are practicable and by such other methods as may be advisable and practicable; prompt loading and unloading and elimination of unnecessary delays in transportation; utilization of equipment to safe carrying capacity, thereby securing maximum service.

Motor transportation, according to Mr. Anderson, will figure conspicuously in the Commission's report to Congress.

"Nothing since the advent of the railroads," he said, "has had so marked an economic and sociological effect upon the production life of the country as the motor vehicle. The Commission will recommend that Congress continue to promote an adequate program of highway construction and maintenance, directed to the more effective correlation of highway transportation with rail and water transportation."

"Also that the program of highway construction and maintenance by States and counties be continued under the direction of qualified experts, with particular reference to the construction and maintenance of farm-to-market roads; that adequate funds should be appropriated for research and regulation of traffic based upon the facts so ascertained."

### Truck Taxation

"Also that the several States cooperate in effecting a uniform basis for taxing motor trucks and other motor vehicles, which shall fairly represent the proportion of expense of highway construction and maintenance chargeable to such vehicles."

Mr. Anderson said that the Commission would recommend complete stand-

ardization of freight cars and central control of distribution of all classes of freight cars.

### Cartage Men Disappear

MILWAUKEE, April 25.—City and county authorities are searching for William Becker, owner of the Becker Cartage Co., and Edward Wunderlich, his helper, missing for three days after starting on a trip to Random Lake with a load of furniture.

The men have disappeared, and as no information is available as to the exact destination of the furniture the sheriff of the county is unable to trace the men further than the city limits of Milwaukee. One theory is that the men have been the victims of highwaymen who had occasion to use a large truck.

### New Wisconsin Company

OSHKOSH, WIS., April 23.—F. W. Luening, E. J. Kramer and Fred D. Merrill, all of Oshkosh, are the incorporators of the Oshkosh Warehouse & Cold Storage Company. Capital is given as \$50,000.

### Highway Vs. Railroad

MILWAUKEE, WIS., April 24.—In an address before the Transportation Association of Wisconsin, A. R. Hirst, Madison, State Engineer for the Wisconsin Highway Commission, stated that freight shipments over State highways are showing greater increases each year. Mr. Hirst declared that unless there was a decided change in the management of railroads, shipping freight through the State by rail would become virtually extinct.

### Death of Joseph H. Baer

WHEELING, W. VA., April 22.—Joseph H. Baer, secretary of the Union Warehouse & Storage Co., died to-day. Mr. Baer was a member of the American Warehousemen's Association.

### New Tariffs

Anheuser-Busch Ice & Cold Storage Co., Inc., Norfolk, Va. Tariff No. 2, effective Feb. 15. Covers storage of fruits, vegetables, meats, poultry and dairy products.

Merchants Cold Storage & Warehouse Co., Providence, R. I. Tariff effective March 20. Covers eggs, poultry, meats, dairy products, fish, fruits, vegetables, dried and preserved fruits, nuts, candy, cereals, etc. Tariff separates monthly storage and the handling rates. All rates are based on gross weights.



### SERVICE CO. ORGANIZED IN JACKSONVILLE, FLA.

JACKSONVILLE, FLA., April 14—The Service Warehouse Co., to engage in merchandise distribution, storage and drayage, has been organized with E. A. West as manager and D. W. Doran as superintendent, and with offices at 522 West Bay Street.

Mr. West and Mr. Doran have severed their connection with the Dixie Warehouse Co., and have launched the Service Warehouse Co. on a co-partnership basis. The new company is rated with Dun's and Bradstreet's and its financial transactions are handled by the Florida National Bank.

The Service Company plans to give special attention to pool car shipments. Its plant is located on the main line of the Seaboard Air Line and has connection with all railroad and steamship lines entering Jacksonville.

### Truck Routes from Indianapolis

INDIANAPOLIS, April 15—Intercity motor transport express routes were put in operation to-day by the Sun-Beam Lines, with trucks operated on daily schedules, as follows:

1. Between Indianapolis and Columbus, by Niman Intercity Motor Express and Niman Transfer Co., Indianapolis.
2. Between Indianapolis and LaFayette, by way of Lebanon and Frankfort, by the People's Storage Co., LaFayette.
3. Between Indianapolis and Muncie, by way of Muncie, by the Hardesty Motor Express Co., Muncie, and the Underwood Motor Express Co., Indianapolis.
4. Between Indianapolis and Richmond, by the Forest Monger Storage & Transport Co., Richmond, and the T. R. O'Donnell Transfer Co., Indianapolis.
5. Between Indianapolis and Shelbyville, by the Underwood Motor Express Co., Indianapolis.
6. Between Indianapolis and Connersville.
7. Between Indianapolis and Crawfordsville.
8. Between Indianapolis and Kokomo.
9. Between Indianapolis and Terre Haute.

Other routes will be established about May 1. Applications for rates may be made to the Indiana Highway Transport and Terminal Association, Inc., 201 Transportation Building, Indianapolis.

### 'Frisco Terminal Proposed

SAN FRANCISCO, April 7—Request has been filed with the Departments of Commerce, War and Navy by the San Francisco-Oakland Terminal Railways Co., asking that surveys be made by those Departments looking to the establishment of a union rail, motor vehicle, street car and ferry terminal on Goat Island, in the middle of San Francisco Bay. The request gives notice that application will be made to Congress at the present session for permission to establish such a terminal by construction of a paved highway for motor vehicles and rail lines for steam cars and for electric cars, from the mainland at Oakland to the island, between which and the ferry build-

ing in San Francisco, steam ferries would be run.

Owners of truck fleets operating out of San Francisco throughout Northern California are much interested, for it would mean a reduction of approximately eight minutes in the time now required to cross San Francisco Bay by ferry. The project has been financed, according to announcement, by the Terminal company.

This company now operates ferry service between Oakland and San Francisco.

### Clock Tower for Warehouse

BAYONNE, N. J., April 1—Goodman's Motor Express Van & Storage Co. has completed the financing for its new building and will begin construction shortly at 830 Bergen Avenue. The structure will have a frontage of 72 feet and a depth of 146 feet, widening in the rear to 100 feet. It will be six stories high, with a tower to contain a four-faced clock.

The ground floor will resemble a banking institution.

### IF DEAD, DOUBLE

*IN this "era of post-war crime," to use a newspaper description, there is a sign in the lobby of the Brokers Office & Warehouse Co., Kansas City, which should be read with interest by hold-up men, if any, who enter that company's storage plant. It reads:*

### REWARD

**For Policemen and Detectives**  
This company will pay \$100 reward for a well-directed shot that will send any thief to the hospital caught in the act of stealing from this company, either in our building, garages or from cars at our dock. Should you be so fortunate as to make him eligible for the morgue, we will make it \$200.

### N. Y. Increases Truck Fees

ALBANY, N. Y., April 10—Governor Miller has signed a bill increasing from \$10 to \$16 the cost of registering a two-ton motor truck and providing an additional tax of \$8 a ton for each ton above two. Another bill signed by him provides a fee of 30 cents per 100 lb. for the registration of automobiles of 3500 lb. weight or less and 75 cents per 100 lb. if the car weighs more than 3500 lb.

Other motor vehicle bills signed by the Governor provide for the approval by the State Tax Commission of headlights used on automobiles and directing the Tax Commission to make frequent inspection of motor trucks operating on state highways to detect violations of the law in regard to overloading.

### ST. LOUIS ORDINANCE IS CONSTITUTIONAL

ST. LOUIS, April 4—The public movers' ordinance enacted by the Board of Aldermen here in January, 1918, was to-day declared constitutional by the St. Louis Court of Appeals, which sustained a ruling to that effect by a lower court. The statute provides that moving firms must file a bond of \$2,000 each and pay an annual license fee of \$5 for every van operated.

Suit to have the ordinance set aside was brought by independent movers, who contended that it constituted class legislation, creating a monopoly among the larger movers. They contended that some of the smaller firms in the moving business cannot afford to put up the required bond. The Courts held that the ordinance was needed for the protection of the public.

### Ohio Transport Hampered

COLUMBUS, OHIO, April 12—The recently enacted Burke law, limiting weights of motor trucks and loads, is seriously interfering with truck transport. In 60 of Ohio's 77 counties the State Highway Commission has limited the weight to 66 2/3 per cent of the maximum allowed, which is 10 tons. The law permits the Commission to decree limits on certain roads during the rainy and thawing season. A five-ton truck weighs virtually five tons in itself, and loads have been limited to about two tons. In some instances 50 per cent of the maximum has been stipulated.

L. C. Herrick, Highway Commissioner, believes there should be changes in the law and will lead a movement to have it amended.

### Death of W. H. Korn

SALT LAKE CITY, April 1—William Henry Korn, head of the Korn Warehouse Co., died on Wednesday evening, aged 59 years. Born near Peoria, Ill., Mr. Korn early engaged in newspaper publishing in Iowa, Missouri, Nebraska and Wyoming. He came to Salt Lake City in 1901 as assistant business manager of the *Mining Review* and four years later established the warehouse company which bears his name. When Salt Lake adopted the commission form of city government in 1912 he was head of the city waterworks board.

### Monnig Will Filed

ST. LOUIS, April 5—Joseph A. Monnig, who was president of the Tyler Warehouse Co. and who was killed in a boiler explosion a few months ago, left personal property valued at \$124,530 and several pieces of realty, as shown by an inventory filed to-day. The realty consists of the home and an interest in property in East St. Louis and Fort Worth, Tex. The bulk of the estate goes to his widow, and stock owned by him in the Monnig Dry Goods Co. in Fort Worth to his three sons.

## D. P. BRAY IS ELECTED TO ALDERMANIC BOARD

KANSAS CITY, Apr. 1.—A warehousemen's representative in the city Government—and in the "upper house"—this is the development of the recent municipal election in Kansas City.

This warehouseman who has undertaken a public service is Daniel P. Bray, president of the Monarch Transfer & Storage Co.

Mr. Bray has several titles to distinction in the industry—and warrants for being given the opportunity to serve in a public capacity. His company is one of the youngest in the city—and already one of the largest, both in its transfer of household goods and in its storage service. Mr. Bray organized the business in 1914—starting with a debt of \$3,000; the company now owns two large household goods storage warehouses in residence districts, and has assets of around \$350,000.

Mr. Bray has been an active member of the Kansas City Warehousemen's Association, and this year is chairman of its household goods division. He was perhaps the real inspiration behind the organization of the Missouri Warehousemen's Association last December, for his aggressive promotion of the idea through letters sent out by him brought about the assemblage that produced the association. He is vice-president and chairman of the household goods division of the State body.

### A Kansas City Booster

The nomination to the place on the city ticket was not sought by Mr. Bray. The reasons that caused it to be given to him represent the reasons also why he may serve Kansas City in a big way. Mr. Bray had been in land and colonization work in the Southwest before taking up warehouse business here. Consequently he is not only thoroughly familiar with this territory but views Kansas City as capable of very greatly increased importance as the business center of the territory. He has had high ambitions for the city—and has not hesitated to declare them, and to do his part toward bringing them into reality. As soon as he took up business here he became a supporter and participator in civic organizations; he is a member of the Chamber of Commerce—recently increasing his firm membership to three; a member of the Real Estate Board, and of the Team & Truck Owners' Association. He has been particularly active in the South Central Business Association, consisting of south side interests, and is vice-president of that body. He is a sustaining member of the Art Institute.

All these local activities, added to his well-known enthusiasm for Kansas City, almost inevitably drew him into public life. He has never before held public office. His "platform" consists chiefly of three planks, in addition to the general purpose to help give Kansas City a good administration:

1. Make Kansas City the fourth city in the United States.
2. Make the Missouri River navigable.
3. Bring the entire city and the city

government to the support of the Chamber of Commerce in its efforts to build Kansas City.

Mr. Bray has a wife and two children, a boy 16 and a girl 14.

Mr. Bray was elected, with seven other Democrats, to the upper house of the Common Council, where there are eight "hold-over" Democrats, constituting a

### Meet the New Alderman



Photo by Milton Waide, K. C.

### Daniel P. Bray

"full house" of the dominating complexion in the present city government. The Democratic ticket, from Mayor down, was elected by the largest vote and the largest majority ever given to any ticket. Mr. Bray received more than 58,000 votes.

### FURTHER HEARINGS IN MAY ON PORT CHARGES

WASHINGTON, April 5—Further hearings will be held in May in the Interstate Commerce Commission's inquiry into charges for wharfage, handling, storage and other accessorial services at South Atlantic and Gulf ports. Proceedings will begin at 10 a. m. each day before Examiner Keeler at:

Wilmington, N. C., Chamber of Commerce rooms, May 5.

Atlanta, Ga., United States Court rooms, May 8.

New Orleans, Hotel St. Charles, May 12.

Galveston, Hotel Galvez, May 15.

### New Atlanta Company

ATLANTA, GA., April 6—The National Bonded Warehouse, Inc., has begun business here in general warehousing and draying, with a two-story and basement brick mill-construction building, sprinklered, with 125,000 square feet of floor area, at 1000-10 Marietta Street. The facilities include 300 feet of railroad trackage.

Incorporated for \$20,000 and bonded for \$10,000; the incorporators are T. J. Monroe, president; A. E. Crawford, manager, and J. H. Dodson. Furniture and commercial lines will be handled.

## CHURCH IS DESIGNATED U. S. BONDED WAREHOUSE

GLOUCESTER, MASS., April 13—The Portuguese Church of Our Lady of the Good Voyage has been designated as a bonded warehouse of the United States, and every member of the congregation is happy.

The action was taken in order that a new set of bells imported from England might be stored in the church rather than in the Federal customs house; pending decision as to whether duty of from 35 to 40 per cent shall be levied on them.

Members of the congregation have been working for years to obtain the carillon. When \$15,000 was raised the bells were ordered in England, and were received here some time ago. Customs officials, however, decided that they were dutiable, whereupon the congregation was in a dilemma as to where to find the money.

It was discovered that a private individual or corporation may be designated as a bonded warehouse of the United States and this law was invoked. Customs officials agreed to such a procedure, the congregation gave a bond of \$15,000 and the bells were brought to Gloucester, where they will be hung when a tower is constructed.

Meanwhile, the House of Representatives has passed a motion to remit the duty.

The measure is now on the Senate calendar.

### Urges Trucking L. C. L.

BIRMINGHAM, ALA., April 15—At a recent meeting of the Birmingham Civic Association, E. Rickey, traffic expert, advised all Birmingham merchants and manufacturers of the city to ship by truck all merchandise which is going out in less than carload lots. He pointed to the operation of a similar plan in Cincinnati as an indication that the method is a successful one.

"With the development of Muscle Shoals, Birmingham will be the logical distribution point for goods coming from the South and Southwest," said Mr. Rickey. "That will mean a great increase in tonnage to transfer at Birmingham. With the switching service as slow as it is now a congestion is apt to arise very often. Small shipments handled by truck would simplify matters and make the handling of the increased tonnage an easy matter."

### "Telling the Public"

A recent issue of *Harlow's Weekly*, a journal of comment and current events published in the interests of business concerns in Oklahoma, devotes a page and a half to the O. K. Transfer & Storage Co., Oklahoma City, illustrated by pictures of A. C. Weicker, president, and the company's warehouse and one of its vans. The activities of the company in packing, transferring, storing and general merchandise distributing are described, together with its facilities.



## NEW YORK'S FOOD TOTALS 8 BILLION LBS. YEARLY

NEW YORK, April 1—The Port of New York Authority has issued a voluminous report, a large part of which is devoted to the question of food supply for the Metropolitan district. The report was prepared under the direction of Chief Statistician John E. Ramsey of the Port Authority, by a special committee consisting of representatives of the Governmental agencies concerned with the food supply of the Port district. Some of the more interesting features of the report are as follows:

The population of the Port of New York consumes annually 8,455,200,000 pounds of food stuff.

By carloads this means approximately 531,000 carloads a year, or nearly 1,800 loads a day.

To show the gigantic nature of the problem of supply and distribution of food stuffs, it is stated that approximately 2,670,826 quarts of milk are handled daily; the consumption of evaporated and condensed milk, in addition to the foregoing is estimated to be equivalent to 3,000,000 cases, of 48 cans each, a year.

The supply of meat amounts to 1,274,530,000 pounds annually; of this quantity approximately one-third arrives dressed, the balance being slaughtered and prepared within the Port district.

It is noted in the report as regards a number of staple food stuffs, including perishables, as eggs, butter, cheese, frozen fish, etc., that the quantity held in storage would be a great protection against any temporary emergency. It is recognized however, that the enormous supply required must and does come from virtually every State in the Union and from every quarter of the globe.

The Port of Authority's special investigation was started in October, 1921, when a national railroad strike was threatened and at which time, at the request of the Governors of the States of New York and New Jersey, the Port of Authority became the agency in the emergency threatened and formed an administrative committee which included representatives of State, Federal and municipal governments and representatives of all business interests.

### Emmons-Strauss Consolidation

SAN FRANCISCO, April 1—Consolidation of the Strauss Draying Co. and the Emmons Draying & Safe Moving Co., two of the largest organizations of their kind in San Francisco, is announced here. According to William F. McLeod, vice-president and general manager of the Emmons company, the Strauss concern was taken into the Emmons organization because of its efficient motor-truck service. Mark Strauss hereafter will make his headquarters at the office of the Emmons organization, 440 Market Street. In his statement, McLeod said:

"The larger of the older draying companies in San Francisco are being absorbed by each other for increased effi-

## CAPITALIZING THE NATIONAL CAPITAL

A novelty in publicity pamphlets, "While Washington Sleeps," has been issued by the Smith Transfer & Storage Co. of Washington, D. C. Six by four inches in size, it contains sixteen pages. Fifteen of these pages show night scenes in the national capital—the Lincoln Memorial, the Capitol, the jeweled arch erected for the limitation of armaments conference, Washington Monument, the Union Station concourse, with electric lights or moonlight emphasizing the architecture. The remaining page, page 16, carries a picture of the Smith company's warehouse. A fine grade of paper is used.

For effectiveness combined with simplicity this advertising booklet is of a character out of the ordinary line of publicity endeavors by household goods warehouses. The idea itself is copyrighted by George W. Summers.

ciency. The Emmons company, one of the oldest, is fully motorized with up-to-date equipment, and is handling all of the newsprint paper arriving in San Francisco. The Strauss company has been taking care of the hauling for the Emporium, Neustadter Brothers and many other large firms. By using the motor equipment of the Emmons company these firms will be assured of much better service than could be supplied with horse-drawn vehicles."

## NEAL COMPANY CONTROLS REDHEAD STORAGE PLANT

CLEVELAND, April 1—The Neal Fireproof Storage Co., which several months ago took over the Euclid Avenue Fireproof Storage Co., at 11607 Euclid Avenue, has now acquired a substantial interest in the Redhead Storage Co. at 2041 East 105th Street.

The business of the Redhead company will be carried on at the address of the old Euclid Avenue company. The officers of the new Redhead concern are Mead Redhead, president; A. W. Neal, vice-president; W. R. Kissick, secretary; C. J. Neal, treasurer.

### Lee Brothers, Inc., Again Buys

NEW YORK, April 4—Lee Brothers, Inc., has purchased the Washington Storage Warehouse & Van Co.'s business and property at 2296 Eighth Avenue. The property includes a six-story warehouse on a plot 75 by 100 feet.

This is the second purchase by the Lee company recently. A few weeks ago a 12-story warehouse and office building at 125th Street and Park Avenue was acquired.

## MERCHANTS' COMPANY OPENS IN CHICAGO

CHICAGO, April 1.—The Merchants' Warehouse & Distributing Co. has opened its warehouse, for storage and shipping service, at Thirty-sixth and Iron streets, on the bank of the south branch of the Chicago River. Located in the heart of the central manufacturing district, the plant is served by the Chicago Junction Railway, connecting with all railroads entering the city, providing for loading merchandise into cars which connect with the package car system operated by the Junction Railway to all important cities, thus eliminating cartage expense. The warehouse, of fire-resistive construction throughout, and equipped with an automatic sprinkler system, contains 150,000 square feet of floor space.

G. H. Anderson, president of the new company, was for fourteen years general traffic manager of the Manhattan Electrical Supply Co., Inc., is a member of the Chicago Shippers' Conference Association, and formerly served on the freight claims committee of the National Industrial Traffic League. Frank M. Pierce, treasurer, was formerly manager and director of the Manhattan Electrical Supply Co., Inc. A. A. Adams, secretary, has had wide traffic experience with various lumber companies and as chairman of the demurrage, storage and warehousing committee of the Chicago Shippers' Conference Association.

### Big Warehouse Planned for Johnstown

JOHNSTOWN, PA., April 1—The Johnstown Terminal Warehouse Co. has been incorporated for \$750,000 and officers have been elected as follows:

Frank B. Kinzey, president; Martin McDermott, vice-president; C. F. Pollock, treasurer; H. M. Davies, secretary. Mr. McDermott is president of the Miners' and Merchants' Bank at Nant-y-Glo, Pa., and Mr. Davies is president of the Johnstown State Deposit Bank. Directors and associate directors include citizens of Windber, Ligonier, Holsopple, Friedens, Rummel and Scalp Level, Pa.

It is planned to purchase land on Maple avenue and build a six-story and basement warehouse, 157 by 250 feet, to contain about 200,000 square feet of storage space. The building will be of reinforced concrete flat-slab type, with Pennsylvania Railroad tracks running its full length. Dry storage capacity will be 500 and cold storage 100 carloads, and the building will be complete about Oct. 1.

### Private Freight Handling Plan

SCRANTON, PA., March 9—The Delaware, Lackawanna & Western Railroad Co. hereafter will have all the freight at its big transfer station in this city handled by contract. Downey Bros. of Binghamton and Rochester, N. Y., has been awarded the contract. About one hundred men will be employed at the station. This will be the third Lackawanna freight station operated by private contractors.

## FIRE WRECKS FIDELITY PLANT IN PHILADELPHIA

PHILADELPHIA, PA., April 10—Fire which the officers of the company assert caused unknown damage, the extent of which cannot be estimated for several days, but which the newspapers here place at approximately half a million dollars, destroyed the six-story brick warehouse and contents at 1815-1819 Market street, leased by the Fidelity Storage & Warehouse Co. It will take time to penetrate the many compartments in which furniture and other goods were stored.

The flames broke out about 11.45 Saturday night, Apr. 8, and burned all day Sunday. Every engine company in the city despatched apparatus, as the fire was a four-alarm one. Today engines were still throwing water on the shell of the building, which is next the twelve story stone, concrete, iron and brick fire-resistant warehouse building; the inside walls of this structure were not even warm when the fire next door was raging at its fiercest heat.

The news of the fire must have been spread by radio, in the opinion of F. L. Harner, secretary of the Fidelity company. A few hours after the blaze had been in progress a telegram was received from a warehouse company in Atlanta, Ga., asking if they could extend any aid.

The origin of the blaze is as yet undetermined. The watchman had registered his rounds by the time-clock at 11 o'clock on Saturday night, when all was well. The first he knew of the fire was when he saw an engine drive up to the nearest hydrant and firemen approach the front door. Some one who had seen the flames from the outside evidently had sent in the alarm.

Eight firemen were overcome in the blaze from smoke, cuts, burns and fumes. Ambulances kept arriving from midnight until 1 a. m.

Several times after the majority of the engines had started to leave, flames broke out again, necessitating their recall. Very little of the contents was saved. According to the officials, the loss is fairly well covered by insurance. The building destroyed was part of the Lee and Steen estates. It is understood a sign was hanging in the leased building which was burned stating it was not fireproof, although the big structure next door, owned by the company, has now had a "fireproof test" such as no other building in Philadelphia could have more effectively withstood, according to some.

Among the heaviest losses was that of a library of some 2,000 volumes, owned by the Right Rev. Thomas J. Garland, Bishop suffragan of the diocese of Pennsylvania. It is said the books were invaluable, many of them of great historical interest, some bearing marginal notes made by the bishop.

The litter in the street in front of the building was indescribable on Sunday and early Monday. Firemen kept throwing burned furniture from the upper stories, with occasionally a feather mattress or so that had not been entirely

## CLOCK ADVERTISES A-B-C WAREHOUSE

The architect who arranged the entrance of the A-B-C Fireproof Warehouse Co.'s building on Prospect Avenue north of Linwood Boulevard, Kansas City, "must have at some time been an early morning strap hanger," according to a Kansas City newspaper, which publishes an illustration of the entrance in question, showing a large clock above the doorway. The newspaper item continues:

"Street car passengers in the morning rush hour peer anxiously out the car windows to get a good look at the large clock in the entrance. Sometimes it's a sigh of relief as they note that there are still five minutes to get to the office. Others twitch nervously in their seats. They're late."

burned. The effect was like a continuous snowstorm for hours, as the breeze tossed the feathers about.

### D. L. Tilly's Home Burns

RIDGEWOOD, N. J., April 10—The residence of D. L. Tilly, vice-president of the New York Dock Co., was destroyed by fire this afternoon with a property loss estimated at \$23,000, including about \$8,000 on contents. Mrs. Tilly was ill in bed at the time and was removed to the home of a neighbor.

Mr. Tilly is a member of the Central Bureau committee of the American Warehousemen's Association.

## STORAGEMEN REFUTE CHARGES OF DELAY

CINCINNATI, April 1—Warehousemen and team owners attended a meeting held here recently to discuss reported delays complained of by the Cincinnati Wholesale Grocers' Association, to trucks at warehouses. Members of the grocers' body and of the Chamber of Commerce were present and it was brought out that the charges were too general of character and that specific information was lacking. It appeared further that in many cases the delay was not the fault of the warehousemen, whose inquiries showed that in some instances the drivers themselves were indifferent as to loss of time. The inquiries showed further that often the drivers, after presenting their orders, went to freight stations and other points and thereby lost their turns, but charged the delay to the warehousemen.

In order to protect themselves against such charges some of the warehousemen have adopted the plan of timing as to receipt of orders and throughout the process of deliveries. This is serving to place the responsibility where it belongs.

## THREATEN TO PUNISH MOTOR TRUCK USERS

SAN FRANCISCO, April 10—What is looked upon as the most serious movement thus far to curtail development of motor truck transport in California came to light recently at Roseville, Cal. Petitions have been circulated among the merchants of the town, asking them not to patronize truck shipping lines under the implied threat of boycott, and members of at least one union composed of railroad employees have been notified officially that a stage line has been put on the "We Don't Patronize" list, and if members use the stages they will be subject to fine.

Roseville is similar to hundreds of "railroad towns" in the United States. The Southern Pacific has repair shops there, and they are one of the chief sources of revenue to the community. California had a reputation for years as a railroad-owned State.

The railroads are leaving no stone unturned in their attempt to throttle motor competition. When an applicant for a stage or freight franchise appears before the State Railroad Commission, his plea almost invariably is fought by attorneys for the Southern Pacific, Union Pacific and Santa Fe lines. Railroad representatives are addressing the Chambers of Commerce of the various cities and towns.

### Railroads' Appeal

The most common appeal is that railroads have been responsible for the growth of the community and that freight trucks and stages are jeopardizing their investment. The chambers are told the motors not only are cutting into railroad revenue, but are wrecking the roads built by the people, and that the income derived by the State from these sources is far too small. It is evident that steam and electric carriers would have the motors burdened by special taxes and weight restrictions so severe that this competition would be killed by strangulation.

Protest has been made to the Railroad Commission of California by representatives of the motor carriers, but that body claims to have no jurisdiction. There is some talk of taking the matter into the Courts on the grounds of collusion, but this probably would be difficult to prove. Railroad employees claim they have not forgotten that at the time of the last railroad strike in California complete transportation stagnation was prevented solely by motor carriers.

In the Roseville instance, some of them say they are battling a foe common to both the interests of themselves and their employers.

### New York Company to Build

NEW YORK, April 25—The Emergency Trucking & Warehousing Corp. is planning to build a new plant with 50,000 square feet of floor space, to cost from \$160,000 to \$200,000, for storage of merchandise.



# WAREHOUSING NEWS

What's going on in your town?

The industry wants to know!

## New Buildings, Etc.

California Transfer Co., Livermore, Cal., plans to erect a fireproof storage warehouse, hollow tile, with cement floors and corrugated iron roof, 25 by 50 feet, on property it has acquired near the Southern Pacific depot.

Salt Lake Transfer Co., Riverside, Cal., plans to double the floor space of its warehouse at 151 No. Locust Street by erecting a one-story addition, at a cost of about \$8,000.

Weimar Storage & Trucking Co., Elizabeth, N. J., has awarded a contract for enlarging its warehouse by the addition of a building four stories high, 48 by 100 feet. The structure is to be completed by July 1 and ready for storage by Aug. 1.

Merchants' Warehousing Co., Wilkes-Barre, Pa., has occupied its new furniture storage building at Forty Fort. The structure is 100 by 180 feet and contains 18,000 square feet of floor space divided into 500 private rooms each 8 by 12 feet.

Fidelity Warehouse Co., New York City, has increased its capitalization from \$10,000 to \$250,000.

Lawrence, Son & Gerrish, Inc., New York City, has increased its capitalization from \$10,000 to \$250,000.

Pearl Street Warehouse Corp., Inc., New York City, has taken over the five-story and basement storage buildings at 218 and 220 Pearl Street for a long term of years. The company will make extensive alteration and will occupy the premises about May 1.

Joliet Warehouse & Storage Co., Joliet, Ill., has been granted a certificate of convenience and necessitate to operate a storage warehouse upon filing a bond of \$10,000 for the commission.

Albany Terminal Warehouse Co. plans to erect a \$250,000 warehouse adjoining its present Tivoli Street plant. The building will be concrete, 100 by 200 feet, five stories high.

Morrow Transfer & Storage Co., Atlanta, Ga., has purchased a mill constructed building with 85,000 square feet of floor area.

Security Warehouse & Cold Storage Co., San Jose, Cal., is making improvements which will add about 10 per cent to the capacity of its plant on North First Street.

Hygeia Refrigerating Co., Elmira, N. Y., has increased its capital stock from \$150,000 to \$250,000.

Red Line Transfer & Storage Co., Des Moines, Iowa, plans a two-story cold storage building, 55 by 116 feet, to cost about \$40,000.

Rayen Co., Youngstown, Ohio, plans to build a terminal warehouse on West Federal Street.

Universal Carloading & Distributing Co., Oakland, Cal., has been formed by the Lawrence Warehouse Co. and other interests to act as a general distributing agency in Southern California.

Galveston Wharf Co., Galveston, Tex., will build an additional story to its Pier 35 warehouse at an estimated cost of \$200,000.

James Storage Warehouse, Lebanon, Pa., has purchased the Rapp Storage Warehouse.

Grange Warehouse Co., Satsop, Wash., has increased its capital stock from \$15,000 to \$25,000.

Railway Terminal Warehouse & Storage Co., Troy, N. Y., will erect a new storage plant in place of the one recently destroyed by fire, at Green Island.

## GROUND IS BROKEN FOR NEW ALBANY WAREHOUSE

ALBANY, N. Y., April 13—At 2.30 o'clock this afternoon a steam shovel began excavating for the four-story and basement storage structure being erected for the Albany Terminal Warehouse Co. Occupying land directly adjoining the company's present main building, the new structure will contain 100,000 square feet and will have direct track connections with the New York Central and Delaware & Hudson railroads. The building will cost approximately \$250,000 and is expected to be ready for occupancy by Oct. 1.

The first shovelful of earth was lifted by Fred Kelley, president of the Albany Chamber of Commerce, assisted by Roy Smith, the Chamber's secretary. John F. O'Brien, president of the company and former Secretary of State; James G. Perkins, the company's manager; Major Martin Schrenck, Comptroller Fitzgerald and a group of friends witnessed the ceremony.

## WITH THE ASSOCIATIONS

(Concluded from page 50)

Miles	Rate	Charge
34	1.40	47.60
36	1.35	48.60
38	1.30	49.40
40	1.25	50.00
42	1.20	50.40

Over 42 miles \$1.20 per mile.

These rates include a chauffeur and one helper.

They do not include ferriage.

Add \$5.00 for loading and unloading.

Charge extra for additional helpers.

## Incorporations

Elmira Warehouse Co., Elmira, N. Y. Capitalization, \$8,000. Incorporators, August Wilks, G. W. Wickett and Herman Flott.

Bournonville Warehouse, New York City. Capitalization, \$5,000. Incorporators, M. J. and R. Bournonville and A. Massa.

Benton Cold Storage Co., Benton, Ill. Capital, \$10,000. Incorporators, R. C. Cluster, W. C. Ludwig and R. R. Ward.

Texas Storage Co., Beaumont, Tex. Capital stock, \$10,000. Incorporators, S. G. Epstein, L. M. Epstein and O. Matthews.

Alcohol Warehouse Corp., Bridgeport, Conn. Authorized capital, \$20,000. Incorporators, Arthur Kaplan, D. A. Goldstein and Alfred D. Van Buren, all of New York City.

American Elevator & Warehouse Co., Buffalo. Capitalization, \$1,000,000. Incorporators, E. P. Wells, C. G. Ireys, Minneapolis, and H. F. Freeman, New York City. Directors are the foregoing and Harry S. Helm, Charles E. Thayer and Willis C. Helm, Minneapolis.

Howard Transfer Co., Akron, O. Capital, \$10,000. Incorporators, Harmon H. Miller, Arthur Fenton, Martin H. Fenton, William A. Kelly and C. L. Dinsmore.

General Motor Transportation Co., Dayton, O. Capital, \$25,000. Incorporators, Peter J. Altherr, C. S. Murphy, Orville Mason, Morton Gray and Fred McCurdy.

Farmers' Warehouse Co., Waterford, O. Capital, \$5,000. Incorporators, O. D. Owne, G. E. Morris, Ivan Taylor, A. M. Gray and S. M. Humston.

## Opposes City Dock Control

BOSTON, April 7—H. H. Wiggin, president of the Terminal Wharf & Railroad Warehouse Co., was a speaker at the City Council's hearing on the proposal that the municipality purchase, for about \$70,000,000, and control all dockage and wharfage.

Mr. Wiggin expressed opinion that such public ownership would entail waste and extravagance.

## Great Falls Has Removal Ordinance

GREAT FALLS, MONT., April 1—A city ordinance has gone into effect requiring moving and transfer men to file written reports covering moving of household goods and personal effects. Regulation is by the police departments and penalties for failure to comply range from \$10 to \$100.

# Which do you want?

Extravagant ? Gas Trucks

Economical ! Electrics

**Short Life.** Gas trucks last less than five years on short haul and frequent-stop routes. Many users trade in their light gas trucks every two years because the older the gas truck, the more excessive the operating costs.

**Extravagant Speed.** Even if you could use gas truck speed in crowded traffic and frequent-stop service, can you afford it? Tires and many vital parts of a gas truck cost almost four times as much at 20 miles an hour as at 10 miles an hour. Can you afford four times as much?

**High Operating Costs.** The complicated engine, cooling system and gears of the gas truck are not built to stand the strain of frequent-starting and stopping, and they will not stand it except at excessive cost. This cost is so high that if you had got your original gas trucks for nothing, you could not afford to operate them on city routes.

Gas trucks are hard on tires—constant gear changing, acceleration and vibration play havoc with both trucks and tires—with the truck if solid tires are used, and with the tires if pneumatics are used.

Gas truck consumption of gasoline in frequent-stop service is prohibitive—a light gas truck that might do nearly 20 miles to a gallon on straight-away running, will only do 6 to 8 miles to a gallon in frequent-stop service—nearly 4c a mile.

**Frequent Lay-ups.** Gas trucks are out of service 30 to 40 days a year for repairs, replacements, tire changes, etc. That's 30 to 40 days that your overhead keeps going—and that your trucks don't.

**Long Life.** Ward Electrics are built to last more than 10 years. Many are still running that were built 12 and 15 years ago. Ward Electrics are practically as economical to operate in their 10th year as when new.

**Economical Speed.** Ward Electrics operate at controlled speeds—twice as fast as horses and wagons, and about as fast as sane driving and city traffic conditions permit. This not only saves the high cost of excessive speed, but prevents accidents to trucks and pedestrians.

**Low Operating Cost.** Ward Electric operating costs are 20% to 35% lower—and in some cases 50% lower—than gas trucks. When Ward Electrics stop, all running expense stops. There is no engine to be left running—consuming fuel and wearing out parts. Ward Electrics have the fewest moving parts of all trucks made.

Ward Electric tire costs are less than it costs to keep a horse in shoes for the same work. The Webb Baking Company, with the Ward Special, has averaged only  $\frac{3}{4}$ c per car mile—less than  $\frac{1}{4}$ c per tire mile.

Current for a Ward Electric costs less than it costs to feed a horse for equivalent service. The Ward Special, for instance, comes to about  $1\frac{1}{2}$ c a mile based on a rate of 3c per kw. Electricity is the cheapest power known to transportation.

**Steady Service.** It is unusual for a Ward Electric to be out of service half as many days a year as a gas truck, even including revarnishing. The simple mechanism of the Ward Electric rarely needs repairs.

## Which do you want?

These are just a few of the reasons why the Budd Dairy Company, Columbus, Ohio, uses 17 Ward Electrics and why the Willow Brook Dairy, Mt. Vernon, N. Y., operates 9 of these economical vehicles and why the Mitchell Dairy Co., Bridgeport, Conn., O. H. Geyer & Son, Chicago, and others are such enthusiastic boosters of Ward Electrics. Mr. Geyer says: "I wouldn't go back to horses and wagons or gas trucks as a gift."

Send for our free book on deliveries. It contains cost records and other statistics of actual installations,

including delivery experiences of prominent dairymen, bakers, laundrymen, etc. We'll also send you a copy of our 10-year Cost Analysis Blank, a blank that makes it easy to get at the comparative costs of the different delivery methods—gas trucks, horses and electrics.

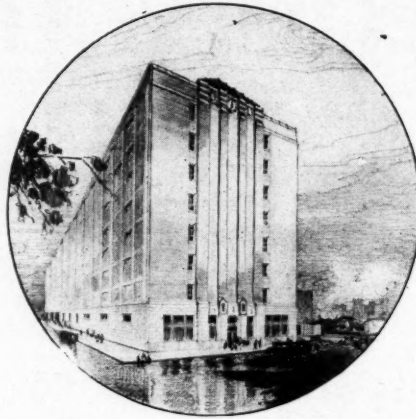
Tell us how many city routes you operate, the approximate mileage per day, the number of stops, etc.—we'll do the rest.

Ward Motor Vehicle Co., Mt. Vernon, N. Y.

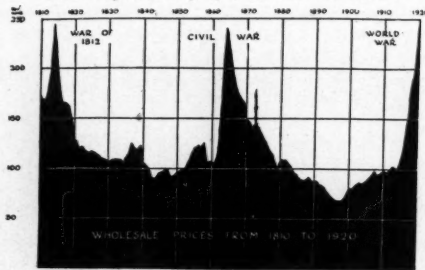
# Ward Electrics

6 SIZES: 750  
to 10,000 Lbs.

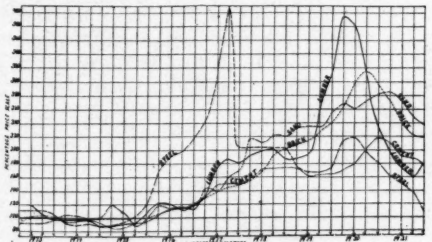




Charts by Courtesy of American Contractor



Following each war prices steadied at the fourth year and sagged slowly in the next ten. The firms established during these ten year periods are world leaders today.



This chart of prices of principal building materials since 1913 shows that they are settling rapidly to normal levels.



## Your Castle In the Air

*Now, if ever,  
Is the Time to Build It*

In both the greatest disturbances through which the United States have passed since 1810, the *fourth* year after peace brought steady prices. Fifty years of prosperity followed.

We are now entering the fourth year following Wilhelm Hohenzollern's failure.

The prices of building material are already showing the steady influence of careful buying. They will decline but very slightly during the next ten years.

Would ten years' profits from a new, efficient warehouse be greater or less than the difference in price of material between 1922 and 1932?

Which reduces to absurdity the policy of watchful waiting.

Have a preliminary survey made by Moores and Dunford. No fee will be charged. You will then know the style of building best suited to your needs, the best location for it, the best type to erect, and the approximate cost. All this for the dictation of a note. Dictate it now.

**Moores & Dunford**  
*Warehouse Engineers*  
744 First National Bank  
Chicago, Ill.

# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## It Happens Every Day

THE Traffic Manager for a large national manufacturing distributor decided that he should have warehouse connections in a certain Michigan city. He took from the top of his desk a copy of a recent issue of *Distribution & Warehousing* and opened to the Shippers' Index. He turned to the Michigan section and under the name of the city in which he was interested he found an advertisement, which in its size and phraseology, and in the information contained, reflected the calibre and efficiency of the warehouse service he desired. He wired for certain further detailed information and in a short time an arrangement was made whereby 18 carloads will be distributed through this warehouse by the company which this Traffic Manager represents during the next few months.

The cost of a year's advertising in the Shippers' Index section to the warehouse company which secured this account is almost infinitesimal in comparison with the profits derived from this one piece of business alone.

*The Warehouseman who advertises  
his ability to serve is deserving of  
the Shipper's first consideration*

## CONVENTION CALENDAR

June 15 .....	Pittsburgh Furniture, Storage & Movers' Association .....	Pittsburgh
June 26-28 .....	National Association of Commercial Haulers .....	Cedar Point, Ohio
June 26-28 .....	National Team & Motor Truck Owners' Association ...	Cedar Point, Ohio
July 7-11 .....	National Furniture Warehousemen's Association.....	Mackinac Island
July 17-19 .....	Central Warehousemen's Club .....	Denver
August .....	Montana Transfer and Storagemen's Association .....	(To be decided)
August .....	Texas Warehouse and Transfer Men's Association.....	(To be decided)
October 20 .....	Missouri Warehousemen's Association .....	(To be decided)
December .....	American Warehousemen's Association .....	(To be decided)
December .....	Illinois Association of Warehousemen .....	Chicago
December .....	Shippers' Warehousing and Distributing Association....	(To be decided)
January .....	New Jersey Furniture Warehousemen's Association.....	(To be decided)
January .....	New York Furniture Warehousemen's Association.....	New York City
February, 1922 .....	Baltimore Furniture Warehousemen's Association.....	Baltimore
February, 1922 .....	Kansas City Warehousemen's Association .....	Kansas City
February, 1922 .....	Pennsylvania Furniture Warehousemen's Association...	(To be decided)
April, 1922 .....	Minnesota Warehousemen's Association .....	(To be decided)



**BIRMINGHAM, ALA.**

Established 1895

**Charlie's Transfer Co., Inc.**

DISTRIBUTING

STORING

HAULING

PACKING

2100-2111 Avenue E, Birmingham, Ala.

**BIRMINGHAM, ALA.***"The World Moves—So Does Goodman"***GOODMAN TRANSFER  
AND  
WAREHOUSE COMPANY**MODERN STORAGE WAREHOUSES  
70,000 sq. ft. Floor SpaceDistributors and Forwarders  
Moving—Packing—Storage  
Motor Equipment—Rigging

We Use King Steel Shipping Cases for Household Goods.

**BIRMINGHAM, ALA.****BIRMINGHAM, ALA.****HARRIS TRANSFER  
AND WAREHOUSE COMPANY**

(Equipped to Handle Anything)

**MODERN FIREPROOF WAREHOUSE**

Special Attention Given to Packing and Shipping

When shipping to Birmingham, consign goods to Harris  
—he will look after your interests, also those  
of your customer

Offices: CHAMBER OF COMMERCE BLDG.

**BIRMINGHAM, ALA.****Hess-Strickland Transfer  
& Storage Co.**General Merchandise, Furniture  
and Household Goods StorageDistribution of Pool Cars Given Special Atten-  
tion—Motor Trucks in Addition to Wagon  
Equipment—Track Connections with All  
Railroads.

The Men Who Distribute

**Columbia Graphophones**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**MOBILE, ALA.****Acme Transfer and Storage Co.**

209-211 N. Royal St.

Distribution

Transfer  
Pool Cars**"Service"**Forwarding  
Storage

Household Goods

Mobile, Ala.

**MONTGOMERY, ALA.**

L. J. MOELLER, Mgr.

**CONSOLIDATED DRAY LINE,  
INC.**

GENERAL DISTRIBUTING AGENTS

Pool Cars Handled

Storage Warehouse, P. O. Box 552

Office: Forbes-Liddel Bldg., Western Yards, Montgomery, Ala.

**SELMA, ALA.***Selma—In the Heart of Alabama*THE LOGICAL POINT  
OF DISTRIBUTION  
TO POINTS WESTOur wholesale trade compares favorably with  
Montgomery, Birmingham and Mobile.

SEND YOUR BUSINESS TO

**Alabama Warehouse**

BONDED

*Complete storing and shipping facilities. Private  
track connecting with all railroads entering  
Selma with free switching privileges.*We are equipped to render full and satisfactory services  
to manufacturers—receiving, storing and distributing  
merchandise promptly and with all attention to detail.

OTTO K. ERHART &amp; CO.

UPTOWN WAREHOUSES AND OFFICE:

Opposite L. &amp; N. Passenger Station.

PLANT: SELMA ST. AND RAILROAD.

**NOGALES, ARIZONA****The West Coast Warehouse Co., Inc.**

Nogales, Arizona

The Key to the West Coast of Mexico  
For Manufacturers, Packers, &c.

Reference: First Nat'l Bank. Assets over \$50,000.00. Siding B. P.

## TUCSON, ARIZONA

## Tucson Warehouse &amp; Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

26 North Scott St.

Tucson, Arizona

## FRESNO, CAL.

## Valley Van &amp; Storage Co., Inc.

Private Spur

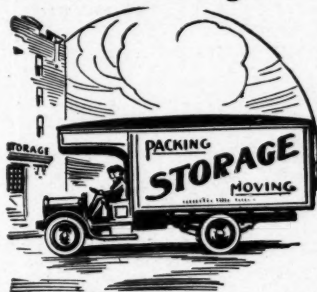
Distributors of Pool Cars of

Household Goods, Machinery and Merchandise

Office: 842 Broadway, Fresno, Calif.

## FORT SMITH, ARK.

## O. K. Transfer and Storage Co.

MOVING  
SHIPPING  
STORINGPool-Car  
Distributing  
a SpecialtyFort Smith,  
Ark.

## LONG BEACH, CAL.

LONG BEACH OFFICE:  
144 Pacific Ave.LOS ANGELES OFFICE:  
426 Alameda St.HOUSEHOLD GOODS  
Removals, Storage, Packing, ForwardingMERCHANDISE  
Warehousing, DistributingMEMBER { California Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

We offer the very best of service in Local or Interurban trucking, and we operate two warehouses for either Household Goods or Merchandise, located on the Southern Pacific and Pacific Electric Railroads.

We solicit your valued shipments, which will receive our prompt and careful attention, and we assure you of immediate returns on any collections you may have.

LOCAL AND INTERURBAN "MOTOR TRUCK SERVICE"

## TEXARKANA, ARK.

## HUNTER TRANSFER CO.

TEXARKANA, ARK.

STORAGE

TRUCKING

DISTRIBUTORS

MOVING

## LOS ANGELES, CAL.

Consign your goods to

## AMERICAN TRANSFER CO.

FIREPROOF STORAGE

MERCHANDISE, HOUSEHOLD GOODS AND  
AUTOMOBILES

Prompt Delivery Service

730 W. Pico St., Los Angeles

## BERKELEY, CAL.

STUDENTS  
TRANSFER & STORAGE CO.MOVING  
STORING  
FORWARDING

2132 SHATTUCK AVENUE

## LOS ANGELES, CAL.

## BEKINS

*Distributors*

FIREPROOF STORAGE

California Shipments Promptly Handled

FRESNO SAN FRANCISCO OAKLAND  
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo  
Los Angeles, 1335 South Figueroa St.EL CENTRO, CAL.  
IMPERIAL VALLEYPIONEER TRUCK and  
TRANSFER CO.

Warehouse: S. E. Cor. 3rd &amp; State Sts. Office: 120 N. 5th St.

Only Re-inforced Concrete Warehouse for Storage and Carload  
Distributing Throughout the Whole Imperial Valley.

Daily Truck Service to All Valley Towns.

Our Stock in Trade, SERVICE.

## FRESNO, CAL.

## BEKINS

FIREPROOF STORAGE

*Distributors*

California Shipments Promptly Handled

FRESNO SAN FRANCISCO OAKLAND  
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo  
Los Angeles, 1335 South Figueroa St.

## LOS ANGELES, CAL.

California Fireproof  
Storage Co.

2808 West Pico St., Los Angeles, Calif.

EXCLUSIVELY HOUSEHOLD  
GOODSTwo large Fireproof Warehouses and  
Distributors of Pooled Cars.

Reference—Dunn, Bradstreet or any Los Angeles Bank.

## FRESNO, CAL.

STATE CENTER WARE-  
HOUSE & COLD  
STORAGE COMPANYGeneral Merchandise storing and  
distributing.  
Packing, Crating and Shipping of  
Household Goods.

The Men Who Distribute

## Ginter Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



LOS ANGELES, CAL.

**CALIFORNIA TRUCK CO.**

INCORPORATED 1884

**Pool Carload Distributors**

Handling goods destined to points in  
SOUTHERN CALIFORNIA and ARIZONA  
and to

**TRANS-PACIFIC PORTS**  
322-324 EAST THIRD STREET

LOS ANGELES, CAL.

**FELLOW WAREHOUSEMEN**

YOU SHOULD select your correspondent warehouse with the same care you do your bank.

We solicit your carload and L. C. L. shipments of HOUSEHOLD GOODS and AUTOMOBILES.

**Los Angeles Warehouse Co.**

W. E. BROCK, Managing Director F. M. BROCK, Secretary

ESTABLISHED, 1906—INVESTMENT, \$650,000.00

LOS ANGELES, CAL.

**Fidelity Fireproof Storage**

1836 Arapahoe Street, Los Angeles, Cal.

Intelligent and forceful supervision of all business intrusted to us.

We have a seven-story reinforced concrete warehouse.

We consolidate and solicit distribution of consolidated cars of household goods.

Frank Robert Palmateer, Prop.

LOS ANGELES, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**  
STORAGE AND MOVING CO.

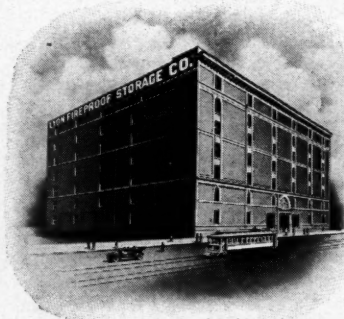
LOS ANGELES  
OFFICE  
941 W. 16th ST.

SAN DIEGO  
OFFICE  
Spreckels Building  
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

LOS ANGELES, CAL.



Superior Service—when Bill of Lading is mailed us.

Collections handled promptly.

Fleet of Pierce-Arrow Trucks always at your customers' service.

Fireproof Warehouse on tracks.

TELEPHONE



WEST 513

**Lyon Fireproof Storage Co.**

1950 SO. VERMONT AVE. LOS ANGELES

LOS ANGELES, CAL.

## SHATTUCK & NIMMO WAREHOUSE CO.

*Commercial and  
Household Furniture*

*Storage  
Carload Distribution a  
Specialty*

Ample private trackage at  
Plant and equipment for  
prompt and efficient service

### MEMBERS

American Chain of Warehouses  
American Warehousemen's Association  
National Furniture Warehousemen's Association  
Pacific Coast Furniture Warehousemen's Association  
Local Rotary Club and Chamber of Commerce

LOS ANGELES, CAL.

WE GUARANTEE SATISFACTION  
To Customer and Shipper

SEND US YOUR BILL OF LADING. WE  
HANDLE ANYTHING from a package to a  
carload.

**SOUTHWEST VAN & STORAGE CO.**

1421 W. 24th St., Los Angeles, Calif.

OAKLAND, CAL.

**BEKINS** *Distributors*

FIREPROOF STORAGE

California Shipments Promptly Handled

FRESNO SAN FRANCISCO OAKLAND  
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo  
Los Angeles, 1335 South Figueroa St.

OAKLAND, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



SACRAMENTO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



LOS ANGELES, CAL.



Warehouse No. 9

### Traffic Managers and National Distributors

We will forward when requested, Cartage Tariff, Less Carload rates from Los Angeles, Pool Car Distribution rates, Booklet describing our warehouse service.

Insurance rate  
18c per \$100.00  
per year.



Warehouse No. 1

## Union Terminal Warehouse Company



## SACRAMENTO, CAL.



General Merchandise, Furniture and Household  
Goods Storage and Forwarding

Light and Heavy Hauling. City Deliveries, Etc.  
Motor Equipment

Pool Car Distributing and Forwarding

**Capital Van and Storage Co.**

Sacramento, California

*Write for Our Freight Tariff*

## SAN DIEGO, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**  
STORAGE AND MOVING CO.

LOS ANGELES

OFFICE  
941 W. 16th ST.

SAN DIEGO

OFFICE  
Spreckels Building  
962 Second St.

FOUR WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Ass'n.  
National Furniture Warehousemen's Ass'n.

## SAN FRANCISCO, CAL.

**BEKINS**

FIREPROOF STORAGE

*Distributors*

California Shipments Promptly Handled

FRESNO SAN FRANCISCO OAKLAND  
1248 Van Ness Ave. 13th and Mission 22nd and San Pablo  
Los Angeles, 1335 South Figueroa St.

## SAN FRANCISCO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



## SAN FRANCISCO, CAL.

**SAN FRANCISCO**



**Associated Terminals Co.**

SAN FRANCISCO — SACRAMENTO

**PUBLIC WAREHOUSES**

**POOL CARS**

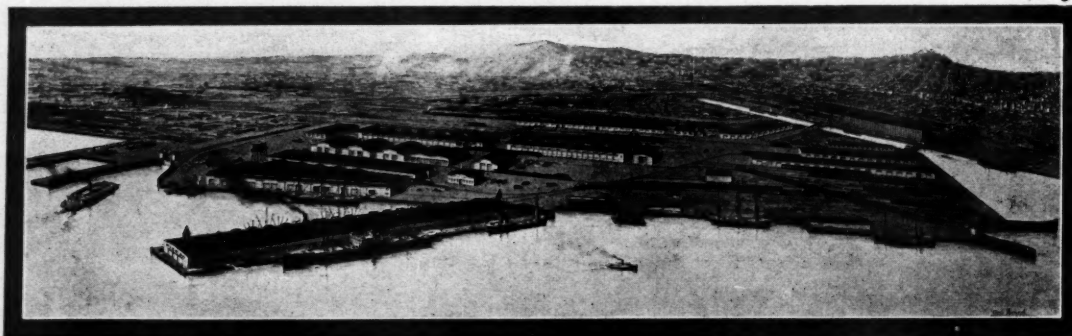
**&**

**DISTRIBUTION**

General Storage,  
Wharf and Rail Facilities,  
Ships Clerking, Stevedoring,  
Public Weighing, Forwarding,  
Reconditioning, Stenciling,  
Marking, Strapping,  
Over-sacking, Re-sacking,  
Bean and Grain Cleaning,  
Polishing and Grading,  
Oriental Oils Transferred from  
Package to Bulk  
Coffee Mixing, Grading  
and Conditioning

ONE FORTY SPEAR WAREHOUSE  
HARBOR U. S. BONDED AND  
FREE WAREHOUSES  
PIERS 29 AND 31  
CHINA BASIN WHARVES  
AND WAREHOUSES  
PIER 64  
ISLAIS CREEK VEGETABLE  
OIL TERMINAL  
SAN FRANCISCO  
SACRAMENTO VALLEY DOCK  
AND WAREHOUSES  
SACRAMENTO, CALIFORNIA  
SAN JOAQUIN VALLEY DOCK  
AND WAREHOUSE  
STOCKTON, CALIFORNIA

GENERAL OFFICES, 324 SANSOME STREET, SAN FRANCISCO



China Basin Warehouses, Wharves and Spur Track Facilities

## SAN FRANCISCO, CAL.

**The Haslett Warehouse Co.**

228 Pine St., San Francisco

San Francisco is the **CENTER** of the U. S. A. on the Pacific Ocean. We are in the **CENTER** of its **SHIPPING** and **COMMERCIAL** district.

**PIONEER IN THE DISTRIBUTION FIELD AND WAREHOUSE BUSINESS. CAN**

**H**ANDLE ANY SHIPMENTS

**A**s desired. Our 15 warehouses are

**S**o convenient to **DOCKS** and **RAILROADS**,

**L**ocated so close to both, that it is an

**E**asy haul to a **HASLETT WAREHOUSE**.

**T**ruck connections with all lines.

**T**hese, low insurance rates, bonded and

free space and motor truck service, are

but a few of the facilities we offer.

S. M. HASLETT  
President

P. E. HASLETT  
Secretary

## SAN FRANCISCO, CAL.

**Distribute Thru San Francisco**

Giving your customers the advantage of prompt delivery from local stock.

Our modern fireproof storage warehouses having spur track connections to all railroads are located in the wholesale district, convenient to docks and railroads for reshipping. Our automobile truck delivery service insures prompt and efficient delivery of your merchandise.

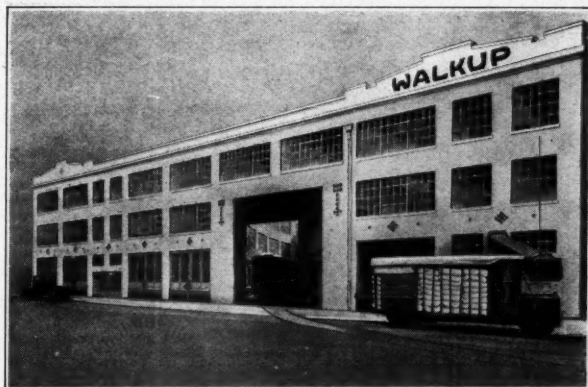
We furnish whatever clerical service you desire.

Let us handle your San Francisco shipments.

**SAN FRANCISCO WAREHOUSE CO.**

625 Third Street, San Francisco, California

## SAN FRANCISCO, CAL.



With our own spur track—No. 227—for receiving, and a fleet of motor trucks of all sizes for distributing, we are prepared to give an unusually efficient and fast service in distributing pool car shipments.

**Complete Facilities  
for Handling  
Pooled Shipments  
to San Francisco**

We are the largest exclusively motor truck equipped drayage company in San Francisco. We operate a new five-story concrete warehouse, in which your goods may be stored at the lowest warehouse insurance rate in the City.

**WALKUP**  
**Drayage & Warehouse Company**

**351 Bryant Street  
San Francisco**



## DENVER, COL.

## THE KENNICOTT-PATTERSON TRANSFER COMPANY

OFFICE: 1509 GLENARM PLACE

Transfer and storage of merchandise and household goods.

Distribution of pool cars given special attention. Complete fleet of Motor Trucks in addition to wagon equipment. Every modern facility for handling heavy machinery, safes, boilers, smokestacks, etc.

Packing household goods and pianos and consolidating in car lots east or west at reduced rates a specialty.

## BRIDGEPORT, CONN.

## The General Warehousing Co.

No. 1337 Seaview Ave.

### A New Fireproof Dry Warehouse

Goods received by rail at our doors will be stored, repacked and distributed daily to

Norwalk, South Norwalk, Stamford, Danbury, Milford, and all intermediate towns

## DENVER, COL.

## THE UNITED STATES Transfer & Storage Warehouse Co.

1934 Broadway, Denver, Colorado

Storage of general merchandise and household goods.

We make a specialty of Pool Cars and Distribution.

Transfer work of all kinds, both City and Country.

Expert Packers, Motor Trucks and Vans.

Two Warehouses.

Member of Denver Transfer's Companies Assn.

## BRIDGEPORT, CONN.

## MOORE'S STORAGE WAREHOUSE

GEO. P. MOORE, Prop.

STORAGE OF FURNITURE IN SEPARATE ROOMS

PIANOS STORED IN SEPARATE ROOM

Furniture Crated and Packed for Shipping by Rail China and Bric-A-Brac Packed in an Expert Way Padded Box Vans for Warehouse and Long Distance Moving

OFFICE AND WAREHOUSE: 569 UNION AVENUE, BRIDGEPORT, CONN.

## HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

## GEORGE E. DEWEY & CO.

JOSEPH M. PELCHAT Proprietor

Local and Long Distance

FURNITURE AND PIANO MOVING

Packing, Crating and Shipping of

PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

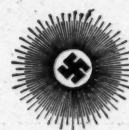
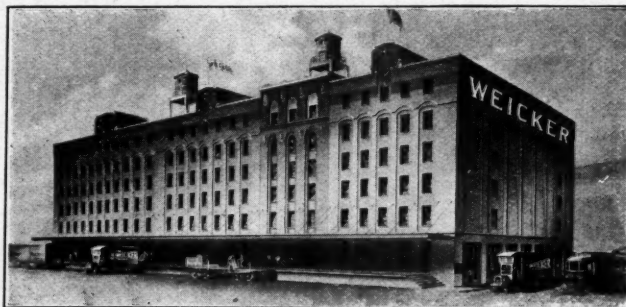
## DENVER, COL.

# When You Need SERVICE in Denver and vicinity

*we are the distribution and warehousing  
specialists who can serve you best*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.



We are thoroughly  
equipped to distribute  
General Merchandise,  
Heavy Machinery, Household Goods.

Write our traffic expert for full information on all  
your shipping problems in this territory. He will  
be glad to help you—we will be glad to serve you.

## THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street  
Denver Colorado

**HARTFORD, CONN.**

Established 1850

Incorporated 1908

Ship Freight in Care of  
**The Bill Brothers  
 Company**

**GENERAL TRANSFER AND  
 FORWARDING AGENTS**

**46 Ann Street, Hartford, Conn.**

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

**STORAGE WAREHOUSES**

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

**HARTFORD, CONN.****HARTFORD**

**DESPATCH & TRUCKING CO.**

HARTFORD, CONN.

*Movers, Forwarders and Warehousemen*

**NEW LONDON, CONN.**

**B. B. Gardner Storage Co., Inc.**

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
 AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

**WATERBURY, CONN.**

**The Ralph N. Blakeslee Co.**

TRANSFER AND STORAGE

Special Facilities for Moving Heavy Machinery and Safes

Storage Warehouse for Merchandise  
 Separate Apartments for Furniture

**WATERBURY, CONN.**

**Waterbury Storage Company**

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators

Fireproof Buildings

Cap. 562 Rooms

Members N. F. W. A.

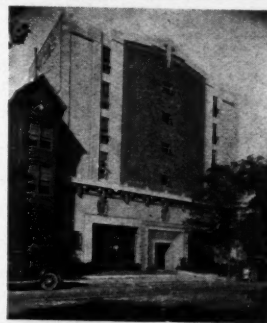
**WASHINGTON, D. C.**

**Fireproof  
 Construction  
 Service-  
 Promotion**

Regular Long Distance  
 Hauling  
 Baltimore to New York  
 and  
 Way Points-Services

**Smith Transfer & Storage Co.**

1313 You Street, Washington, D. C.  
 MEMBERS N. F. W. A.

**WASHINGTON, D. C.**

When in need of Merchandise Warehouse Service of any kind in

WASHINGTON, D. C.

*Call on Us*

**The Terminal Storage Co.**  
 of District of Columbia

First and L Streets, N. E.

B & O Sidings to Warehouses

**WASHINGTON, D. C.**

**UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.



MEMBERS:

National Furniture  
 Warehousemen's Association

Efficient and Courteous  
 Service

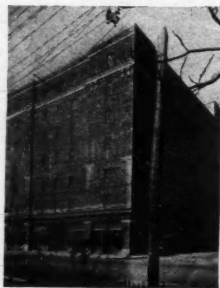
Modern Fireproof Warehouse

We send our check immediately upon receipt of bill of lading, for your charges.

Distributors of Pool Cars



## JACKSONVILLE, FLA.



Member National Furniture  
Warehousemen's Association

**Delcher Bros. Storage Co.**

459-61-63-65 Riverside Avenue

**FIREPROOF WAREHOUSE**

Low Insurance Rate.

We Move, Pack, Store and Ship  
Household Goods

Distributing Pool-Car a  
Specialty

**FLORIDA'S LARGEST**  
Shippers of Automobiles  
for Tourists

## JACKSONVILLE, FLA.

**DIXIE WAREHOUSE CO.**

P. O. Box 433

**GENERAL STORAGE—RECONSIGNING**

**DISTRIBUTING—FORWARDING**

Connection with all Railroads and Steamship Docks

**WE HANDLE AUTOMOBILES for TOURISTS**

*Members of American Warehousemen's Association*

## JACKSONVILLE, FLA.

**UNION TERMINAL  
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments

Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

## LAKELAND, FLORIDA

**YARNALL TRANSFER & STORAGE COMPANY**

Located in the center of the railroad and hard road district  
of South Florida.

If you are interested in making a 24 hour quicker delivery  
to your customers than you are now doing, write us.

Moving      Packing      Storing      Distributing

## MIAMI, FLA.

**The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Warehouse.  
Facilities for distribution of pool cars. Moving, packing, ship-  
ping and storing Household Goods and merchandise.

Private Trackage

Motor Equipment

Cor. Ave. C and 2nd St., Miami, Fla.

## PENSACOLA, FLA.

**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alcinez Streets

## PENSACOLA, FLA.

**PENSACOLA, FLA.**

**Storage—Distribution—Forwarding**

Merchandise Only

Prompt Service—Accurate Accounting

**THE M. F. GONZALEZ COMPANY**

## TAMPA, FLA.

**TAMPA WAREHOUSE  
COMPANY**

Commercial and Household Storage

Distributors of nationally advertised  
goods

Pooled cars handled

Stocks carried—shipments and de-  
liveries made. Low insurance.

We handle Procter & Gamble products, Dia-  
mond Matches and Campbell's Soups in the  
national groups.

Banking References: Exchange National of  
Tampa and National City Bank of Tampa

## ATLANTA, GA.

**CATHCART****VAN & STORAGE COMPANY**

Moves, Stores, Packs, Ships

Household Goods Exclusively

THREE WAREHOUSES

Office, 6-8 MADISON AVE.

## ATLANTA, GA.

**B. U. JONES****TRANSFER & STORAGE CO.**

Merchandise Storage and Distribution. Household goods  
packing and storage. Carloads a specialty. Centrally  
located.

109-111 PETERS ST.

## ATLANTA, GA.

**MORROW****Transfer & Storage Company**

**HOUSEHOLD GOODS and COMMERCIAL  
STORAGE**

Distributors—R.R. Trackage—Carloads a Specialty

Main Office: 177-79 Marietta St. Warehouses: 68-80 Means St.

ATLANTA, GA.

# SECURITY WAREHOUSE COMPANY

## ATLANTA, GEORGIA

STORAGE



DISTRIBUTION

MERCHANDISE ONLY

ATLANTA, GA.

A PARTICULAR SERVICE  
FOR PARTICULAR PEOPLE

### MERCHANDISE, STORAGE AND DISTRIBUTION

New and Modern Warehouse  
125,000 Sq. Ft. Sprinklered. 15 Car Private Track  
No Switching Charge

BONDED FOR YOUR PROTECTION

National Bonded Warehouse  
996-1010 Marietta St. Atlanta, Ga.

BOISE, IDAHO

### PEASLEY

TRANSFER & STORAGE COMPANY  
STORAGE, TRANSFER AND FORWARDING  
NINTH AND GROVE STREETS

POCATELLO, IDAHO

### Garrett Transfer & Storage Co., Inc.

Storage, Distributing,  
of Merchandise.

Pool Cars a Specialty.

Write for Rates

Pocatello, Idaho

ATLANTA, GA.

### SOUTHERN SALES & WAREHOUSE CO.

FIRE PROOF CONCRETE WAREHOUSE  
MERCHANDISE DISTRIBUTORS  
R. R. TRACKAGE, MOTOR SERVICE

Located in heart of wholesale district.  
173 Humphries St.

AUGUSTA, GA.

JAS. H. HOLLINGSWORTH Established 1900  
THE HOLLINGSWORTH WAREHOUSES  
STORAGE, DISTRIBUTION AND FORWARDING  
MERCHANDISE ONLY

We are in a position to render quick and efficient service. Located  
in the heart of the wholesale district and most convenient to all  
freight depots.

Private siding connecting with all railroads.

556 & 558 Walker Street 602 to 616 Sixth Street

CAIRO, ILL.

### Cairo Storage and Forwarding Company

CAIRO, ILLINOIS

Incorporated—Bonded—Licensed

COAST TO COAST SERVICE BY WATER OR RAIL  
SHIP US YOUR POOL CARS FOR DISTRIBUTION  
WE CAN SAVE YOU MONEY



CHICAGO, ILL.

**BEKINS**  
**HOUSEHOLD SHIPPING COMPANY**  
 Reduced Rates on Household Goods, Automobiles  
 and Machinery  
 General Offices, 805 BEDFORD BLDG., Chicago  
 NEW YORK, BOSTON, BUFFALO, CINCINNATI

CHICAGO, ILL.

**CENTRAL**  
**STORAGE & FORWARDING CO.**

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-  
 famous Central Manufacturing District—The geographical  
 center of Chicago.

No Switching Charges—No Cartage—No Delays.  
 650,000 square feet of fireproof space. Insurance rate 7½c.

No Trap-Cars Here  
 L. C. L. Freight Loaded Direct to Destination  
**WHY NOT USE THE BEST FACILITIES?**

CHICAGO, ILL.

Before you decide on your  
 Chicago Warehousing connections,  
 investigate the facilities and service  
 of the —

**Continental Warehouse Co.**  
 416-434 West 12th Place — Chicago

*Sprinkled warehouses in the heart  
 of the freight terminal district*

CHICAGO, ILL.

**Currier-Lee Warehouse Co.**

427 West Erie St., Chicago, Ill.

**MERCHANDISE**  
**STORAGE EXCLUSIVELY**

MODERN BUILDINGS

CONVENIENT LOCATION

UP-TO-DATE METHODS

ADEQUATE FACILITIES

LOW INSURANCE RATES

EXPERIENCED EMPLOYEES

CHICAGO, ILL.

CHICAGO'S POOL-CAR DISTRIBUTORS

Mark your consignments for

**The DREXEL STORAGE &**  
**TRANSFER COMPANY**

4837-4839 Cottage Grove Ave., Chicago, Ill.

CHICAGO, ILL.

**EMPIRE**  
**STORAGE**  
**COMPANY**

Fireproof  
 Warehouses  
 (Established 1891)

**A Distinctive Organization.**

Our correspondents' interests are carefully safeguarded.  
 Remittances of charges advanced are made immediately  
 upon receipt of bill of lading.

The most liberal treatment of customers' complaints has  
 built for us an enviable reputation for fairness.



Close proximity to the Belt Line  
 Switch Tracks promotes expedi-  
 tious handling of shipments from  
 all trunk lines.

**EMPIRE STORAGE**  
**COMPANY**

52ND ST. AND COTTAGE  
 GROVE AVE.

MEMBER  
 National Furniture Warehousemen's Assn.  
 Illinois



CHICAGO, ILL.

ESTABLISHED 1874

**HEBARD**

**Storage**  
**Warehouses**

All collections on ship-  
 ments made to us promptly  
 remitted.

Member of

National Furniture  
 Warehousemen's Asso-  
 ciation, Illinois, New  
 York and  
 Southern  
 Warehouse-  
 men's Asso-  
 ciation.



**Our Seventh Warehouse**

on 6331-33 Broadway, near Devon Avenue, which will handle all  
 Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
 Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
 Warehouse G, North Side, Broadway near Devon Ave.

## Chicago, Ill.



## A Fleet of Motor Trucks to Serve You

The Only Warehouse in Chicago Maintaining This Service

This fleet of motor trucks is owned and operated by ourselves to insure prompt delivery for our customers. Your dealings for storage and distribution are thus with one concern instead of two.

Distribution accounts in and around Chicago are our specialties. Consign your goods to us and assure yourself the best possible service.

**GRISWOLD & WALKER, Inc.**

1501 S. Peoria St.,  
CHICAGO



## CHICAGO, ILL.

"NO DELAYS"

## Edward Lasham Co.

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

No Delays

Downtown Modern Warehouse

Switch Track Connections with All Roads

**EDWARD LASHAM CO.**

1559 S. State St.  
Chicago  
Illinois



## CHICAGO, ILL.

## M & E WAREHOUSE COMPANY

PERSONAL service warehouse acting as your Chicago branch or agent. Merchandise storage and distribution. Cartage contractors. 10-car private switch connections with all railroads. Trap car service. Members Illinois Warehouse Association. Reshipping to all parts.

Formerly  
*Mitchell &  
Ehninger*

OWEN J. McALOON, President  
1823 to 1847 South Canal Street  
CHICAGO, ILLINOIS

## CHICAGO, ILL.



WAREHOUSES  
NO. 1 43rd AND ROBEY STS.  
NO. 2 15th PL. AND WESTERN AVE.  
NO. 3 15th ST. AND WESTERN AVE.

No Cartage  
or Trap Car  
Delays  
in Making  
L. C. L.  
Shipments



## CHICAGO, ILL.

Storage—Packing and Shipping—Motor Van Service

**North Shore Fireproof Storage Co.**4820-4822 Broadway—4821-4829 Broadway  
1330-1332 Morse Ave. (Rogers Park)*"Consign car lots to our private switch track on C. M. & St. Paul Ry."*  
Members Illinois and National Furniture Warehousemen's Association

## CHICAGO, ILL.

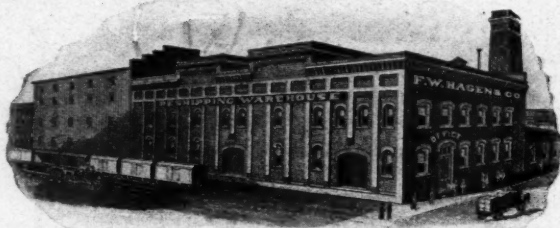
Very Low  
Insurance RatesCM&STP Ry. Track  
Inside Buildings**The Ontario Warehouse Co.**

Ontario &amp; Kingsbury Streets,

**FROSTPROOF  
MERCHANDISE STORAGE**

We specialize in the handling of Foodstuffs—our location being very convenient for distribution to wholesale grocers and jobbers.

## CHICAGO, ILL.

**RESHIPPING WAREHOUSES**

Branch	Grand Crossing	Branch
Harvey, Ill.	L. C. L. without cartage	So. Chicago, Ill.
Phone 46	Daily Trap Cars	Phone 367
	H. P. 3109—Midway 4940	

LUMBER AND YARD STORAGE OFFICES  
DERRICKS, SPACE, TRACKAGE  
AUTOMOBILES, TRUCKS, TRACTORS  
STEEL AND HEAVY PRODUCTS**Merchandise of All Kinds**

No congestion. Modern facilities. All within the Chicago Switching District. Milling in Transit Privileges. Write or wire—F. W. Hagen &amp; Co., 1131 East 77th St., Chicago, Ill.

**P. A. HALLBERG, Manager**The Men Who Distribute  
**Indian Motorcycles**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CHICAGO, ILL.

**Railway Terminal & Warehouse Company**

444 W. Grand Ave.

**Merchandise Storage**

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers. Side track facilities with free switching from all railroads entering Chicago.

**Modern Building—Low Insurance Rates  
Use Our Service**

## CHICAGO, ILL.

**Soo Terminal Warehouse**

Chicago, Illinois

Storage and Distribution of Merchandise Centrally  
LocatedMake Your Out-of-Town Shipments Without Cartage  
Via Chicago Tunnel. Absolutely Fireproof*"The Economical Way"***W. G. Morgan, Manager**

519 W. Roosevelt Road

## CHICAGO, ILL.

**Have Your Own  
Transfer Representative  
In Chicago****I**F you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignment. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton  
Transfer Co.  
1020 So. Canal St.  
Chicago, Ill.**

## CHICAGO, ILL.



**W**hen you  
want a  
**AREHOUSE**

AT

**C**HICAGO,

**W**rite or  
ire  
**ESTERN**



### SAVE TIME, MONEY and WORRY

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.  
"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

Write us now; we know how.

## WESTERN WAREHOUSING COMPANY

MERCHANDISE WAREHOUSES  
POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

See page 2, this issue.

CHICAGO WILSON V. LITTLE, Superintendent



## CHICAGO, ILL.

### TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Sprinkling System  
Motor Truck Service

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

## MOLINE, ILL.

### Fireproof Storage

Freight Distributors for Moline, Rock Island,  
East Moline and Silvis, Ill., and Davenport, Iowa

Send your freight to us at Moline for distribution as we are in the center of the group of cities here and the haul will be shorter. We have our own private track at the warehouse and our own team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**  
1205-1209 Fourth Ave. Moline, Illinois

## DANVILLE, ILL.

### Danville Transfer & Storage Co.

C. B. Hall, Pres.

G. W. Orr, Secy. & Treas.

The only fireproof warehouse in Danville. Storage for household goods and **Merchandise Distributing**. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

#### Low Insurance Rate

Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.

Members American Chain of Warehouses.  
Members National Furniture Warehousemen's Assn.  
Members Illinois Furniture Warehousemen's Assn.

## Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.



## PEORIA, ILL.

**National Warehouse Co., Inc.**

1321-1335 So. Washington St., Peoria, Ill.

**FIRE PROOF STORAGE**

75,000 Square Feet Storage Space

Storage, Distributing, Forwarding  
of  
Merchandise & Household Goods

Capital \$300,000

## ROCKFORD, ILL.

*"The Choice of the Greatest Industries"*

## FORT WAYNE, IND.

WALTER A. BORGMANN, Pres.

CHRISTIAN F. BORGMANN, Sec'y-Treas.

**BROWN TRUCKING COMPANY**MOVING, DISTRIBUTING, STORAGE  
AND GENERAL TRANSFER

Pool Cars

Office 125 W. Columbia Street

## FORT WAYNE, IND.

**Fort Wayne Storage Company**

FORT WAYNE, INDIANA

General Merchandise  
Storage and Forwarding

## FORT WAYNE, IND.

## PRIVATE SIDING

**Pettit's Storage Warehouse Co.**

"FIREPROOF"

STORAGE, TRANSFER, DISTRIBUTION

## INDIANAPOLIS, IND.

**The Central Public Warehouse**

INDIANAPOLIS, INDIANA

Our equipment is five modern warehouses, to which another will be added next Spring.

For local distribution we have 13 motor trucks.

We have a system for checking pool cars that permits a smaller percentage of errors than Volstead does alcohol.

Direct trackage with free switching is another help.

## INDIANAPOLIS, IND.

**HOGAN***"Goods for  
Indianapolis  
are Goods  
for  
HOGAN"*

A modern fireproof plant that cost \$200,000 before the war. That means pre-war overhead, consequently lower rates.

Located an equal distance from, and near to the principal residence districts of a wealthy city. Every facility for the safe, convenient keeping of all household goods.

We are glad to act as receiving agents for furniture shipments. You may assure your client of perfect service on his arrival. Motor van service and heated rooms.

**HOGAN TRANSFER & STORAGE CO.**

Indianapolis

Indiana

**If Your City Isn't  
Represented Here**Put it on the shippers' map by  
inserting your card in this space.

INDIANAPOLIS, IND.

# Move the Red Ball Way

WHO MOVES YOU IS JUST AS IMPORTANT AS WHERE YOU MOVE

**Moving Furniture and Household Goods Our Specialty**

Our connections in the various large cities enable us to quote prices that can not be equaled.

We will extend credit to shippers who are short of ready money.

*Ask About Our Payment Plan*

**LARGEST TRUCKING ORGANIZATION IN AMERICA**



Reference:  
Bradstreet

## RED BALL TRANSIT CO.

"NATIONAL HOUSEHOLD MOVERS"

COLUMBUS, OHIO  
204 James Bldg.

CLEVELAND, OHIO  
408 Ulmer Bldg.

DAYTON, OHIO  
511 Dayton Sav. & Trust Bldg.

CINCINNATI, OHIO  
601-The 525 Walnut St. Bldg.

NEW YORK CITY, N. Y.  
419 Knickerbocker Bldg.  
42nd St. and Broadway

WASHINGTON, D. C.

HOME OFFICE

INDIANAPOLIS, INDIANA  
705 MERCHANTS BANK BLDG.



DETROIT, MICHIGAN  
601 Book Bldg.

PITTSBURGH, PENNA.  
702 Arrott Bldg.

CHICAGO, ILLINOIS  
1102 Century Bldg.

TOLEDO, OHIO  
429 Nicholas Bldg.

PHILADELPHIA, PA.  
509 Land Title Bldg.

BALTIMORE, MD.

BOSTON, MASS.



## INDIANAPOLIS, IND.

## INDIANAPOLIS WAREHOUSE CO.

Our Service consists of—Warehouse for Manufactured Articles, Trucks for Drayage Equipment. Prompt shipment, and reports as you want them.

We are, in fact, ready to be your Shipping Department. Located in the heart of the U. S. A., within 12 to 24 hours of your customers in Indiana, Ohio, Illinois, Kentucky and Michigan. Insurance rate, 30c—extra hazardous goods not taken. Six-story and basement, heavy mill construction, sprinkler equipped, A. D. T. Watchman Service. 150,000 square feet heated to 50°. We solicit your business and refer you to any of our customers as to our ability to do it right.

## Railroads:

Penna. Ry.; C. C. C. & St. L. Ry.; C. I. & W. Ry.; L. E. & W. Ry.; Ills. Central Ry.; C. I. & L. Ry.  
18 Traction Freight Lines.

## The Indianapolis Warehouse Co., Inc.

FRANK A. TODD, V. P. and Gen'l Mgr.

West New York and Canal

INDIANAPOLIS

INDIANA

## INDIANAPOLIS, IND.

Est. 1895

## OTTO J. SUESZ

WAREHOUSE WALNUT AND PINE STS.

Big 4. New York Cen. Lines. L. E. W. R. R. Siding.  
Make your local and carload shipments in care of us and we can make prompt delivery. All Auto Delivery.

PACKING SHIPPING STORAGE HAULING

## SOUTH BEND, IND.

## INTER CITY TRANSFER CO.

Chas. Wagener, Mgr.

FORWARDING DISTRIBUTING STORAGE

COMMERCIAL HAULING OF ALL KINDS  
WAREHOUSE ON MICHIGAN CENTRAL TRACKS

Office: 328 Farmers Trust Bldg., So. Bend, Ind.

(Member I. T. &amp; W. A. and Chamber of Commerce)

## INDIANAPOLIS, IND.

## McNamara Warehouses

## Unlimited Service

Merchandise Storage and Distribution. Track connection and free switching with all railroads. Machinery, paper and general storage. Motor delivery service.

Experienced men, together with our modern equipment, enable us to give you prompt and reliable service. Let us figure on your requirements.

Assemblers, Forwarders and  
Distributors of Pool Cars

Telephone  
Circle 8407

946 W. New York St.  
Big Four Sidings

## SOUTH BEND, IND.

## WARNER WAREHOUSE COMPANY

Merchandise

Distribution and Warehousing

Special attention given to the prompt and efficient handling of Pool Cars.  
Negotiable Warehouse Receipts issued.

518-524 S. Pine St., SOUTH BEND, INDIANA

H. A. PRUYNE, Manager.

Members:

American Warehousemen's Assn., Central Warehousemen's Club, American Chain of  
Warehouses.

## SOUTH BEND, IND.

Phone Main 774

## Woodworth's Storage and Transfer Line

FREIGHT TRANSFER AND HEAVY MACHINERY

Furniture Moved in Vans and Stored in Fireproof or

Mill Constructed Buildings

OFFICE: REAR ROBERTSON HOTEL, EAST WAYNE STREET

J. P. WOODWORTH, Manager

MEMBERS { National Furniture Warehousemen's Assn.  
Indiana Transfer Men's Assn.

SOUTH BEND, IND.

## INDIANAPOLIS, IND.

## TRIPP

## WAREHOUSE COMPANY

MERCHANDISE STORAGE  
AND DISTRIBUTION

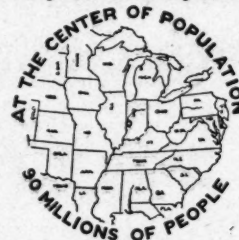
MOTOR TRUCK DELIVERY

## TERRE HAUTE, IND.

## Store in Terre Haute

We solicit your storage and distributing business, being located

In the  
Heart of  
Indiana's  
Jobbing  
Field



Penn. R. R.  
Big Four  
C. & E. I.  
L. & N.  
and  
C. M. & St. P.  
Connections

TERRE HAUTE WAREHOUSE & STORAGE CO.  
TERRE HAUTE

## KOKOMO, IND.

## Tudor Warehouse Co.

## SERVICE

Kokomo — 513 N. Buckeye St. — Indiana

MERCHANDISE DISTRIBUTION  
AND  
HOUSEHOLD GOODS STORAGE

Member National Furniture Warehousemen's Ass'n

## BURLINGTON, IOWA

## LOW FREIGHT RATES

To Us—From Us

The Mississippi marks the line between expensive shipments and economical redistribution. Carloads rehandled in Burlington take a low rate this far, and another low rate beyond. It is at this point that the C. B. & Q. break bulk on their westbound shipments. Through cars are made up daily for practically all points within a radius of 200 miles and all points of any consequence west.

Mercer Transfer and Storage Company  
Burlington, Iowa

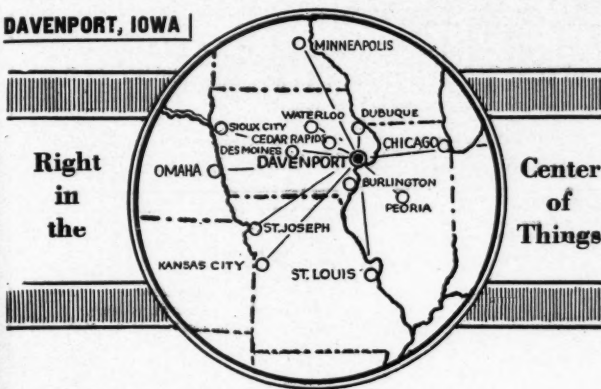
## CEDAR RAPIDS, IOWA

# Cedar Rapids Transfer Co.

Fireproof Warehouse      Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles  
290,000 Square Feet Storage Space

## DAVENPORT, IOWA



Davenport, Iowa, is the logical and geographical Distributing Point of the Middle West. The Mississippi River is the breaking point of all freight tariffs. This freight saving and delivery in 24 to 48 hours in all directions combined with our accurate service, together with this trade center reaching 25 million people, must appeal to all Traffic Managers or any one interested.

Write for our tariff and rate guide, compiled by us, giving actual saving. Ask us to quote rates on your commodity and classification. Let us be your branch or Distributors to represent you, as the other 75 progressive firms who entrust their business to us—many of whom have concentrated on Davenport because of these facts.

Our Fireproof Warehouses on trackage are centrally located in Wholesale, Jobbing and Retail district, and from one to five blocks to all freight stations.

We are members of the American Chain of Warehouses, further guaranteeing best service. Please command us.

## Ewert & Richter Express & Storage Co.

Davenport, Iowa

## DAVENPORT, IOWA

# Merchants Transfer & Storage Co.

118 Harrison St., Davenport, Iowa.

## Seven Warehouses—Fireproof and Non-Fireproof

Storage, packing, moving. Free switching to any warehouse. We handle pool cars for distribution. Members American Warehousemen's Association, Central Warehousemen's Club, National Furniture Warehousemen's Association.

**THE BEST SERVICE AT LOWEST PRICES**

## DES MOINES, IOWA

City of Certainties

# BLUE LINE STORAGE CO., INC.

200-226 Elm Street      Des Moines, Ia.

In the Center of the Wholesale District

**General Merchandise  
Storage—Distribution—Forwarding**

Private tracks with capacity of 16 cars connects with all railroads entering the city. Prompt service guaranteed.

## DES MOINES, IOWA

W. L. Hinds, President  
H. D. Liddle, Secy.-Treas.

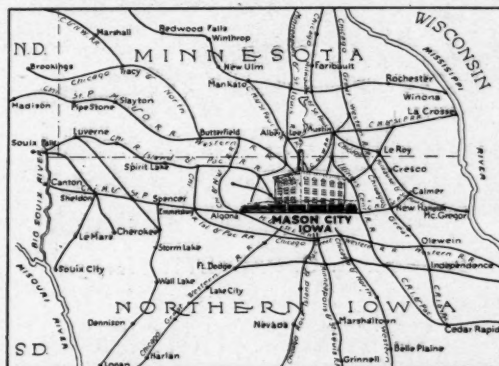


# MERCHANTS

TRANSFER & STORAGE CO.  
DES MOINES, IOWA.

Merchandise  
Distribution, Storage and Forwarding  
Free Switching Charges  
Cars run direct into building for unloading

## MASON CITY, IOWA



**1,500,000 People Served with  
24 HOUR FREIGHT SERVICE**

by this Company in  
Northern Iowa—Southern Minnesota  
and South Dakota

Distributors  
Merchandise      Pool Cars  
Automobiles      Household Goods  
Fireproof Warehouse  
Located on Five Trunk Line Railroads  
Look at the Map Above

**CADWELL Transfer & Storage Co.**



## WATERLOO, IOWA

**Iowa Warehouse Company**

Phone 346

**General Warehouse and Transfer Business**FURNITURE STORAGE AND FORWARDING  
AUTOMOBILE STORAGE AND DISTRIBUTINGBRANCH HOUSE SERVICE  
Waterloo, IowaWe are located on C. R. I. & P.—  
C. G. W.—Ill. Cent. and W. C. F.  
& N. Rys.

180,000 Square Feet Floor Space



## PITTSBURG, KANSAS

**Best Location for KANSAS, MISSOURI, and OKLAHOMA  
MERCHANDISE STORAGE and POOL  
CAR Distribution**

Located on the Atchison, Topeka &amp; Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis &amp; San Francisco Railways.

**PITTSBURG TRANSFER & STORAGE CO., Inc.**  
P. O. Box 527

## WICHITA, KANSAS

**BEST DISTRIBUTING POINT FOR THE SOUTHWEST**

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. &amp; S. F., C. R. I. &amp; P., Mo. Pac., Frisco, Orient and Midland Valley Railroads. ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

**Southwestern Storage and Distributing Company**  
428-432 North Wichita Street, Wichita, Kansas

POOL CAR DISTRIBUTORS

Correspondence solicited

## ATCHISON, KANSAS

**The Grodick Transfer and Storage Co.***Commercial Storage*Distributors—R.R. Trackage—Carloads a specialty.  
Prompt Service—No Congestion

Missouri River Freight Rate Adjustments.

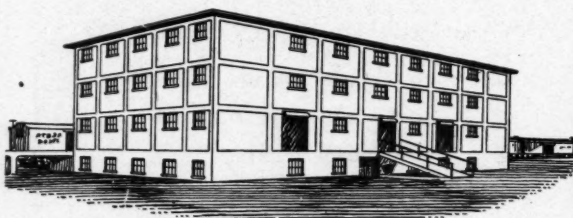
Household Goods—Moved, Packed, Stored, Shipped.

## HUTCHINSON, KANSAS

**HUTCHINSON  
BONDED WAREHOUSE**

Corner Cleveland and Second

Hutchinson, Kansas



Proprietor A. G. BARNETT, Manager

**SANTA FE TRACKS  
EIGHT CAR PRIVATE SIDING  
FIRE PROOF BUILDING  
2,200,000 FT. STORAGE SPACE**

## KANSAS CITY, KANSAS

**THE INTER-STATE  
TRANSFER & STORAGE COMPANY**

PACKING, MOVING, STORING AND SHIPPING

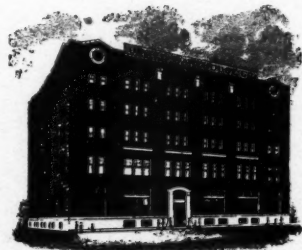
1106-8-10 North Fifth Street

L. J. Canfield, Proprietor

Both Telephones 0075

We handle approximately 75% of all the freight shipped to Kansas City, Kan.—  
L. J. Canfield.

## WICHITA, KANSAS

**A. F. JONES, President****A. S. PARKS, Vice-President****J. H. BRUGH, Sec'y and Gen'l Mgr.**WE OPERATE THREE OF  
THE FINEST FIREPROOF WAREHOUSES  
IN THE MIDDLE WEST**General Warehousing  
Storage, Forwarding and Distributing**

ROCK ISLAND AVENUE &amp; 2ND STREET

Loans Made on Warehouse Receipts  
Capital \$100,000.00

## LOUISVILLE, KY.

**FIREPROOF STORAGE CO., Inc.**

308-14 West Liberty St.,

Located in center of MAIN BUSINESS SECTION  
Only absolutely FIREPROOF STORAGE WAREHOUSES  
in our cityAssembling and Distributing Car Shipments a Specialty  
Prompt attention given to collections

## LOUISVILLE, KY.

**Carry Spot Stocks in Louisville**Where Concentrates the Golden Flood  
of Ohio River Valley Commerce**Louisville Public Warehouse Co.**

Louisville, Kentucky

W. N. Cox, President.

E. H. Bacon, Vice-President.

## LOUISVILLE, KY.

**SAFETY TRANSFER AND  
STORAGE CO., INC.***"Louisville's Leading Movers & Packers"*

Clay and Main Streets  
We Move, Pack, Store and Forward Household  
Goods  
Member N. F. W. A.

## ALEXANDRIA, LA.

**Carnahan's Transfer &  
Storage**

Alexandria,

La.

Merchandise and Furni-  
ture Storage Distributors  
and Forwarders.

*Auto Truck Service*

## NEW ORLEANS, LA.

LET US PILOT YOU



Bank Your Merchandise With

**Appalachian Corporation, Inc., of La.**  
New Orleans, U. S. A.

"THE CITY OF NEW OPPORTUNITY"  
Louis B. Magid, President

Storage Capacity  
3000 Carloads

Executive Offices  
617 Common St.

RESPONSIBILITY + EFFICIENCY = APPALACHIAN

The Men Who Distribute

**United Drug Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2ND PORT, U. S. A.

*All cement warehouses, low insurance,  
low handling costs.*

*Only one-half square from Mississippi  
River.*

Track facilities for *seventy-three* (73)  
cars at one time.

Operated in conjunction with *Dennis  
Sheen Transfer, Inc.*, oldest and most  
complete hauling corporation South.

Electrical unloading and piling devices  
built to eliminate any damage in han-  
dling.

Excellent switching connections, with  
all lines entering New Orleans.

**INDEPENDENT WHSE CO., Inc.**  
New Orleans, La.

## NEW ORLEANS, LA.

**We Handle Anything in Any Line**

Receiving  
Pool Car Distribution  
Forwarding

**Iron Warehouses,**

(INCORPORATED)

Spot Stock Storage a Specialty.

**A Public Fumigation Service**

is maintained under a protected process  
of proven merit. Every specie of insect  
life requiring air for existence successfully  
and permanently exterminated without in-  
jury to the goods. Inquiries invited.

Main Office: Fulton and St. Joseph Sts.



**BANGOR, MAINE****McLaughlin Warehouse Co.**

Established 1875

Incorporated 1918

**General Storage and Distributing**

Capacity 70,000 Sq. Ft.

Rail and Water Connection  
Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association  
American Chain of Warehouses**BALTIMORE, MD.**

Phone Gilmer 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE  
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof Wh's'e in rear  
Balt. F. W. A.**BALTIMORE, MD.**

L. LEVERING, Pres.

**CENTRAL WAREHOUSE CO.**

Storage—Transfer—Shipping

517-525 W. Baltimore Street

**WATER AND RAIL CONNECTIONS**Large Space Available for  
Export and Import Shipments

• Pool-Cars Handled Low Insurance

**BALTIMORE, MD.****FIDELITY  
STORAGE CO.**

2104-6-8-10 Maryland Avenue

*Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted*

MEMBERS

Baltimore Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.**Baltimore's Modern Fireproof Warehouse**

The Men Who Distribute

**Ritter Dental Supplies**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**BALTIMORE, MD.****Graham's Storage Warehouse***The Largest in Baltimore*

Established 1887

GEO. D. MAGRUDER, Pres. and Gen'l Manager

800 Storage rooms, one to ten Van load capacity.  
Vans load and unload in the centre of the building.**MOVING — PACKING — SHIPPING**  
**MOTOR EQUIPMENT**Send us your Baltimore Consignment  
Members, Md. Whse. Assn., Nat. F. W. A.**BALTIMORE, MD.****General Merchandise  
Storage****Distribution and Forwarding****Insurance Rate 15c****RAIL CONNECTIONS***Write For Full Particulars***McCORMICK  
WAREHOUSE, Inc.**

McCormick Building

Baltimore, Md.

## BALTIMORE, MD.

**THE KAUFMAN FIREPROOF  
STORAGE WAREHOUSES**

Chas. H. Kaufman, Prop.

General Offices:

524 to 530 W. Lafayette Avenue, Baltimore, Md.

## Warehouses

524-534 W. Lafayette Ave.  
532-534 W. Lafayette Ave.  
1404-1406 Division St.  
1405-1407 Brunt St.

## Members

N. F. W. A.  
A. W. A.  
Balt. F. W. A.

Entire Motor Equipment

## BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE &  
CARPET CLEANING CO.**1110-1116 PARK AVENUE, BALTIMORE,  
MD.

ABSOLUTELY FIREPROOF WAREHOUSE

Furniture Storage — Packing — Moving  
Carpet Cleaning

Members N. F. W. A. and B. F. W. A.

## BALTIMORE, MD.

**Security Storage & Trust Company**

Resources Over One Million Dollars

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

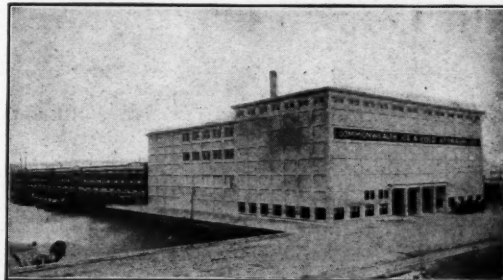
TO WAREHOUSEMEN

Members of  
Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

The Men Who Distribute

**Swedish Separators**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index**If Your City Isn't  
Represented Here**Put it on the shippers' map by  
inserting your card in this space.

## BOSTON, MASS.

**"Where Rail Meets Sail"**

Cold storage for all classes of perishable merchandise.

General storage space for all classes of merchandise.

Directly connected side track on New York,  
New Haven and Hartford.

Perfect local distribution facilities.

Commonwealth Ice & Cold Storage Co.  
220 Northern Ave., BOSTON, MASS.

## BOSTON, MASS.

**Dorchester Fireproof  
Storage Warehouse**

FRANCIS E. BUCKLEY, Mgr.

**PACKING, MOVING, SHIPPING**

Reinforced concrete building, absolutely fireproof.



Lowest insurance rates.

"Every room is a fireproof vault."

A complete, modern warehousing service. We solicit your consignments.

690 Dudley Street, Boston

Member National Furniture Warehousemen's Association



BOSTON, MASS.

## Northern Avenue Stores and Dock Corporation

New Haven Terminal Stores  
308-316 Congress Street, Boston, Mass.

Direct Track Connection  
New York, New Haven & Hartford Railroad  
Dockage for Steamers and Vessels

## Storage of Wool, Leather and General Merchandise

Fort Hill Storage Warehouse  
415-429 Atlantic Avenue  
76-86 Purchase Street

### General Merchandise

George W. Blinn, Manager

BOSTON, MASS.

## The Suffolk Storage Warehouse Company

96 to 104 Northampton Street  
L. G. MYERS, Manager

Gives assurance of the best  
service in handling consign-  
ments either for storage or  
delivery to house or apart-  
ment, unpacking and setting  
up. Only men with long  
experience are employed.

Established 1890  
4 Buildings with 1000 Rooms  
Low Insurance Rates  
Convenient to All Freight Terminals

Members of  
American Warehousemen's Association  
National Furniture Warehousemen's Association

BOSTON, MASS.

## Quincy Market Cold Storage and Warehouse Co.

STORAGE FOR FREE AND BONDED MERCHANDISE

Special Attention  
Given to  
Distribution



Charles River Stores, 4,776,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Maine R. R. Deep Water Connection—Dock 500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft. Fireproof construction—Lowest Insurance Rates. Direct track connection with the Boston & Albany R. R.

Constitution Stores, 623,000 cu. ft. Battery Wharf, 1,500,000 cu. ft. Wharfage and Storage. Connects with all railroads via Union Freight R. R.

Summer Street Stores, 2,000,000 cu. ft. Fireproof construction. Lowest Insurance Rates. Direct track connection with the New York, New Haven & Hartford R. R.

**GEORGE S. LOVEJOY, Manager, General Storage Department**  
Main Office: 178 Atlantic Ave., Boston, Mass.

**BOSTON, MASS.**

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

**TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY**

50 Terminal Street

Charlestown District, Boston

Storage of Wool, Cotton and  
General MerchandiseLOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.Fumigation of Foreign Cotton  
and Cotton WasteAND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENTSHIPPING DIRECTIONS  
MYSTIC WHARF  
BOSTON, MASS.CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINESWEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

**BROCKTON, MASS.****BROCKTON  
FIREPROOF STORAGE COMPANY**

43 North Montello Street, Brockton, Massachusetts

Telephone Brockton 1140

General Merchandise. Distributing. Separate Rooms for Furniture.

Negotiable Receipts.

Bonded Warehouse. Our own Side Track. Member A. W. A.

Located in center of business and shipping district  
on N. Y., N. H. & H. R. R.**CAMBRIDGE, MASS.**When shipping goods by rail, consign to our care via Boston and Albany R. R., East  
Cambridge Station. Car lots will be placed at our door on our own private siding.**METROPOLITAN STORAGE WAREHOUSE CO.**

134 Massachusetts Avenue, Cambridge, Mass.

WARREN B. HIBBERT, Manager

**HOLYOKE, MASS.****HOLYOKE  
WAREHOUSE CO.**

Park and Crescent Streets

**MODERN FIREPROOF  
WAREHOUSE**

B. &amp; M. R. R. Siding

We specialize in Mer-  
chandise Distribution,  
Pool Cars or Spot Stocks,  
Yard Storage, New  
Autos, Trucks, Farm  
Implements and Ma-  
chinery.**TRY OUR SERVICE**

Heavy Haulage

Truck Service

**HOLYOKE, MASS.****Sheldon Transfer & Storage Co., Inc.**

ESTABLISHED 1870

Main Office 647 Main St.

Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y. N. H. &amp; H. and B. &amp; M. Sidings



## LOWELL, MASS.

## A REAL ALL-ROUND SERVICE INSTITUTION

Located in a thickly populated area, we are prepared to render any and all forms of service in connection with the business of storing, distributing and reforwarding. Our facilities and organization assure you of care, promptness and attention to all details covering your transactions with us. The brief details of our organization follow:

### HARVARD STORAGE AND WAREHOUSE COMPANY OF LOWELL

Approximately 500,000 sq. ft. of space.

Low insurance rates for storage of wool, cotton and general merchandise. Yard storage for rough materials.

Pool car distributing and reforwarding.

Collections made.

Track connections with New York, New Haven & Hartford, and Boston & Maine Railroads. Free switching. Private trackage capacity of twenty (20) cars.

Light and heavy hauling.

Weighing, sampling and other services expected in a real warehouse.

Shipments solicited.

## DETROIT, MICH.

DETROIT'S LEADING MOVERS

## Detroit Storage Co.



Main Office and Fireproof Warehouse  
MOVING, PACKING, SHIPPING  
MOTOR EQUIPMENT

Corner East Grand Boulevard and Beaubien St.,  
DETROIT, MICH.

## BAY CITY, MICH.

The

## Riverside Truck & Storage Co.

GENERAL MERCHANDISE DISTRIBUTION

Storage of Household Goods and Merchandise.  
Car Load Lots and less than Car Load Lots.

• Private Railroad Track—Sidings on all railroads entering Bay City.  
Office & Warehouses:  
Cor. 2nd & Adams St., Bay City, Mich.

## BAY CITY, MICH.

G. VAN HAAREN

V. VAN HAAREN

## P. Van Haaren & Sons Storage Co.

FIRE PROOF STORAGE

Steel Compartments for Furniture Storage

GENERAL TRANSFER LINE

MOTOR TRUCK SERVICE

Est. 1880

BAY CITY, MICHIGAN

THE advertiser

Who gets cold feet now

Will be cold all over

Two years from now.

—The Credit Monthly

## DETROIT, MICH.

## The Hassett Storage Co.

INCORPORATED



Warehousemen, Forwarders and Distributors

MERCHANDISE STORAGE  
EXPERT TRAFFIC SERVICE  
MOTOR TRUCK EQUIPMENT  
PRIVATE RAILROAD SIDING

LOCATED ON MICHIGAN CENTRAL R. R. ACCESSIBLE  
TO ALL RAILROADS ENTERING DETROIT. 24 HOUR  
SERVICE ON OUT OF TOWN SHIPMENTS AND CITY  
DELIVERIES GUARANTEED.

"IN THE HEART OF DETROIT"

1749 TO 1751 LAFAYETTE BOULEVARD WEST

Phones—Cherry 648 and 649

THE HASSETT STORAGE CO.

R. B. Hassett, Pres.

O. E. Speck, Mgr.

DETROIT, MICH.

## Packing—Transfer—Storage of Household Furniture

**W**E have every facility for long distance moving of household goods. There are eleven branches of the company located in important Michigan cities and other branches opening—everywhere.

Our service in each city consists of excellent warehousing accommodation—

Facilities for prompt shipments and deliveries—

Prompt report of all moving of goods when wanted—

Truck fleets for drayage.

Our methods and organization enables us to quote unusually attractive prices—write for details.

### Can You Handle This?

We want concerns in each city—everywhere—who desire to combat competition and secure business in a businesslike way to consider our local branch proposition.

It is a profit making plan—gives you full protection in every way—but write for details, also how others are money making thru the A & P plan of organization—no obligation on your part whatever.

Write now.

**ATLANTIC & PACIFIC TRANSPORTATION CO.**

General Offices Majestic Bldg., Detroit, Mich.

# ATLANTIC & PACIFIC TRANSPORTATION CO.



## DETROIT, MICH.

Your storage and distributing problems are easily solved by shipping us your carloads for distribution.

## MANUFACTURERS WAREHOUSE COMPANY

957 West Congress Street      Detroit, Mich.  
*Warehouses Centrally Located*

## DETROIT, MICH.

## MERCHANTS WAREHOUSE CO.

*Storing, Distributing, Forwarding*

127 WOODBRIDGE ST., WEST

E. B. Dixn, Manager

Detroit, Mich.

## DETROIT, MICH.

## C. & H. NIELSEN CARTAGE CO.

FIREPROOF STORAGE—CARTAGE—DISTRIBUTING.

Located in the Heart of the  
Milwaukee Junction Factory District.

Clay Ave. and Russell St.

Detroit, Mich.

## DETROIT, MICH.

## READING CORPORATION

*Largest Hauling Contractors  
in Michigan*

Incorporated 1910  
Investment \$200,000.00  
200 Draft Horses  
15 Motor Trucks

Carload Distributors and Com-  
mercial Warehousemen  
Machinery Movers, Riggers and  
Erectors

Route your shipments over the following Railroads  
in our care:

Pere Marquette Ry. Co.  
Wabash Railroad

Great Lakes Transit Corp.  
Pennsylvania Railroad  
Canadian Pacific Ry.

MAIN OFFICE:

415 West Fort Street, Detroit, Mich.

## Pick Your Consignee

from the companies listed in this section—they are the "live wires" of the field and will handle your shipments promptly and efficiently.

## DETROIT, MICH.

THE ORIGINAL

## Turner Cartage & Storage Co.

*General Warehousemen*

Motor Trucking  
Teaming  
Storage



Machinery Moving  
and Erecting  
Moving

Est. 1880

OFFICIAL CARTAGE AGENTS

Wabash & Canadian Pacific Rys.

Main Office, 1338 Lafayette Blvd., Detroit

WAREHOUSES: 1338 Lafayette Blvd., 1657 Howard St.,  
M. C. R. R. and Beaubien St.

## DETROIT, MICH.

## Wayne Furniture Packing Co., Inc.

"Michigan's Leading Movers"

Two Warehouses 3019 Mich., 2810-18th St.

Ship 20th St. Team Track.

## DETROIT, MICH.

Established 1895

## P. F. WYNNE CARTAGE CO.

1420-1422 Second Ave.

DETROIT, MICH.

'Phone Cadillac 1714 and Cherry 1714

STORAGE and GENERAL WAREHOUSEMEN

Fireproof Warehouse

CARLOAD LOTS and LONG DISTANCE  
HAULS

Machinery Moving—Motor and Horse Equipment

U. S. Customs Bonded

The Men Who Distribute

## Dr. Miles Medicines

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## FLINT, MICH.

## THE ONLY FIREPROOF WAREHOUSE IN FLINT, MICHIGAN

**W**HEN shipping your household goods to Flint, Michigan, and vicinity, we are the warehousing experts who can serve you best.

We are thoroughly equipped to handle and distribute household goods, general merchandise and machinery.

Write our traffic expert for full information. Our Sanitary Rug Compartments, Trunk Rooms, Silver Vaults and Piano Rooms insure utmost safety to your patrons' goods.

**Moving Packing Shipping Storage**

**FLINT FIREPROOF STORAGE CO.**  
615 East 6th Avenue

## GRAND RAPIDS, MICH.

### Elston Packing & Storage Co.

Storage household goods and merchandise. Seven warehouses with over 200,000 sq. ft. of floor space.  
Members of the Illinois Warehousemen's Assn., New York Warehousemen's Assn. and American Warehousemen's Assn.  
GRAND RAPIDS, MICH.

## GRAND RAPIDS, MICH.

## Most up-to-date Warehouse in Michigan

100,000 Sq. Ft. Floor Space.

Concrete Construction.

Absolutely Fireproof. Sprinkler Risk.

Lowest Warehouse Insurance Rate in State.

Track Capacity, 20 Cars.

Latest and Best Equipment for Handling.

### General Merchandise Storage

Cartage Facilities.

High Grade Service Guaranteed.

Negotiable and Non-negotiable Warehouse

Receipts Issued.

Pool Car Distribution.

### Furniture Manufacturers Warehouse Co.

505-511 Fulton St., West

Grand Rapids, Mich.

## GRAND RAPIDS, MICH.

## LARGEST COMMERCIAL WAREHOUSE IN WESTERN MICHIGAN



### COLUMBIAN STORAGE & TRANSFER CO.

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

### "INSTANT SERVICE"

#### MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.  
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding Michigan Central R. R.  
Free Switching

## GRAND RAPIDS, MICH.

### HELMUS BROTHERS

LONG DISTANCE HAULING,  
MOVING, PACKING AND STORING  
FIREPROOF AND NON-FIREPROOF WAREHOUSES

941-959 Wealthy St., S. E.

Grand Rapids, Mich.

## GRAND RAPIDS, MICH.

### Shank Fireproof Storage Company

Largest Fireproof Storage Warehouse in Western Michigan.  
Merchandise and Household Goods.

Members I. F. W. A.

The Men Who Distribute

### Jiffy Desserts

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index



## GRAND RAPIDS, MICH.

**Kent Storage Company**

Main Office and Warehouses  
Front Avenue and Pennsylvania Tracks  
Grand Rapids, Mich.

**General Merchandise**

Storage and Reforwarding  
Six Warehouses Floor Space 200,000 sq. ft.  
Pool Car Distributing  
Light and Heavy Hauling (Power Trucks)  
Trackage Capacity 30 Cars

Connections with All Lines—Private Sidings on  
Penna. and Pere Marquette R.Rs.

Located in Center of Wholesale District Within  
Three Blocks of All Freight Houses.

When You Need Better Service in Grand Rapids  
Get in Touch with Us!

Insurance Rate 55c. per \$100.00 Annum.

Brick Construction — Automatic Sprinkler  
System.

**COLD STORAGE**

500,000 Cubic Feet  
Temperatures  
Zero to 40 Above

Members of { American Chain of Warehouses  
Association



E. R. McCOY,  
General Manager

## JACKSON, MICH.

**Shaw Storage & Transfer Co.**

107 Michigan Ave., Jackson, Mich.

H. A. SHAW, Proprietor

Prompt Service—Private Rooms—Popular Rates.

**MOTOR TRUCK SERVICE**

AUTO AND WAGON EXPRESS—PACKING—MOVING—STORAGE

## KALAMAZOO, MICH.

**HASTINGS TRUCK CO.**

Est. 1873

**Merchandise Storage and Distribution**

Motor Trucks and Team Equipment for all  
kinds of hauling. Machinery Riggers.

Office in M. C. R. R. Freight House.

## KALAMAZOO, MICH.

**Kalamazoo Storage & Transfer Co.**

430 N. Burdick St., Kalamazoo, Mich.

Merchandise storage and DISTRIBUTION

Household goods Storage

Michigan Central R.R. Siding

## LANSING, MICH.

THE LOGICAL DISTRIBUTING POINT  
FOR POOL CAR SHIPMENTS IN MICHIGAN  
COMMERCIAL AND FURNITURE STORAGE  
7 MOTOR TRUCKS FOR TRANSFER SERVICE  
**Fireproof Storage & Transfer Co.**

## LANSING, MICH.

**Lansing Storage Company**

Exclusive Household Goods Storage

Moving, Packing, Shipping

Motor Van Service for Inter-city Work

"We know how"

412 No. Washington Ave., Lansing, Mich.

## LANSING, MICH.

**Lansing Warehouse Company**

403-5-7 East Shiawassee Street

Merchandise	Storage	Household Goods
325,000 cu. ft.		25,000 cu. ft.

Distributors Pool Car Shipments

Ship N. Y. C., M. C., P. M., G. T. W. R. R. or Electric

## SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

**MERCHANDISE DISTRIBUTION**

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

Office  
SAGINAW, MICH. N. Michigan Ave.

## DULUTH, MINN.

**SECURITY STORAGE & VAN CO.,**

14 EAST MICHIGAN ST.

STORAGE AND TRANSFER  
OF HOUSEHOLD GOODS  
AND MERCHANDISE

**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

## MINNEAPOLIS, MINN.

Both our fireproof and non-fireproof warehouses are located in the  
downtown business district on direct railroad trackage.

**DISTRIBUTING AND WAREHOUSING  
MERCHANDISE AND HOUSEHOLD GOODS  
TRUCK SERVICE**

Regular Trips Between Twin Cities

**Cameron Transfer and Storage Co.**

Main Office, 420 Second Avenue South

Warehouses: 734 to 758 North Fourth Street

## MINNEAPOLIS, MINN.

**Minneapolis Terminal Warehouse**

STORAGE FORWARDING DISTRIBUTION

IN SPITE OF

**H. and H. W.**

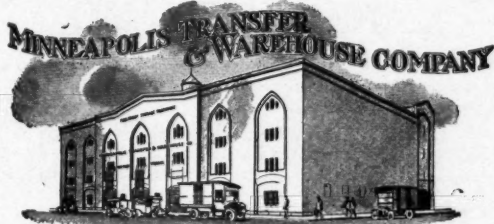
WE WILL HANDLE YOUR SHIPMENTS  
WITHOUT DELAY

Write to

**W. J. BUCHANAN, Mgr.,**  
Minneapolis

SHIP TO MINNESOTA TRANSFER, MINN.

## MINNEAPOLIS, MINN.

**FIREPROOF**

Locked Private Fireproof Rooms for Storage of Household Goods, Lowest Insurance Rate in Minneapolis

**MOVING—PACKING—SHIPPING**

POOL CAR DISTRIBUTORS

Complete Fleet of Auto and Horse Vans

## ST. PAUL, MINN.

St. Paul

Minn.



*Distributors and Handlers of*

**HOUSEHOLD GOODS**

## MINNEAPOLIS, MINN.

## SECURITY WAREHOUSE COMPANY

Established 1883

## MERCHANDISE STORAGE And DISTRIBUTION

**For Minnesota and Northwestern States**

**L. C. L. Shipments without  
Cartage**

**Motor Truck Deliveries  
Located in heart of whole-  
sale district**

**Minneapolis**

## ST. PAUL, MINN.

## Your Patrons in the Northwest Demand Quick Service

**Let us help you give it to them**

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

**Merchandise Bonded and Cold Storage  
Industrial Sites**

*Let us help you solve your distribution problem  
in this territory.*

**CENTRAL WAREHOUSE COMPANY**

Office: 739 Pillsbury Avenue  
St. Paul, Minn.

## MINNEAPOLIS, MINN.

## Skellet Company

MINNEAPOLIS

**1,000,000 cubic feet**

**Fireproof Storage  
Merchandise and Household  
Goods**

We issue our own insurance, authoriz. by State Insurance Commission

**Bonded to the State of Minnesota for \$50,000**

## ST. PAUL, MINN.

## Kedney Warehouse Co.

*Commercial Storage and Forwarding*

**St. Paul Warehouse Minneapolis Ware-  
house, 8 to 22 Hen-  
9th and Broadway nepin Ave.**

**Private sidings and free switch connec-  
tions with all roads**

**Our own motor trucks operating in and  
between both cities.**



## ST. PAUL, MINN.

## ST. PAUL TERMINAL WAREHOUSE COMPANY

New, clean, fireproof warehouses.  
Located centrally in jobbing district.  
LCL shipping without cartage.  
Motor Trucks for store door delivery.  
Bonded to the State.

**Merchandise Storage and Distribution**  
**ST. PAUL**

## KANSAS CITY, MO.

## KANSAS CITY, MO.

In order to please your customers bill their goods to us and shipment will be handled in our usual intelligent, prompt and careful manner.

**Collections Made and Returned Promptly**

**38 Years in  
Business**

**Oldest Firm in  
City**

Member: National Furniture Warehousemen's Association

## PERKY BROS.

Warehouse, 2431-33 Prospect      Branch Office, 217 E. 10th Street  
**AUTO VAN SERVICE**

## JACKSON, MISS.

## RICKS STORAGE & DISTRIBUTING COMPANY

Located at the logical distributing point for Mississippi. Merchandise storage and prompt distribution of pool cars. Modern brick building on Illinois Central Railroad siding. Modern Motor Truck Service.

## JOPLIN, MO.

## Tonnies Transfer & Storage Co.

1027-43 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

**PACKING—STORAGE—SHIPPING**

## ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

**The American Storage & Moving Co.**

**The J. Brown Storage Co.**

**The Langan & Taylor Storage & Moving Co.**

**The R. U. Leonori Auction & Storage Co.**

In the world of household goods warehousing,  
these words are synonyms—

**SAINT  
LOUIS  
MISSOURI**

**&**

**GENERAL  
WAREHOUSING  
COMPANY**

## KANSAS CITY, MO.

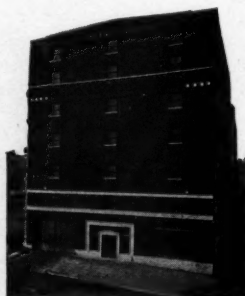
Fireproof Warehouse  
Convenient to All  
Freight Depots

Send your consign-  
ments in our care

Members of N. F. W. A.  
Members of M. W. A.

## L. Leritz & Son

2616-18-20 Warwick



Ins. Rate 22c

## ST. LOUIS, MO.

## BEN A. LANGAN FIREPROOF STORAGE CO.

5201 to 5209 Delmar Ave.

ST. LOUIS

Expert Movers and Forwarders of  
**HOUSEHOLD GOODS**

**Our Auto Van Service is Unexcelled**  
**Your Interests Will Be Safely Guarded**

## KANSAS CITY, MO.

**In the Heart of the City in  
the "Heart of America"**

**Two Bonded Fireproof Warehouses**

**Your Collections Remitted by Return Mail**

**Monarch Transfer & Storage Co.**  
**Kansas City, Mo.**

ON 31st STREET AT MICHIGAN  
ON MAIN STREET AT THIRTY-NINTH

The Men Who Distribute

## Jersey Cereals

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

The Men Who Distribute

## Seaman Paper Products

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

ST. LOUIS, MO.

*The Factor  
That Makes*

# ST. LOUIS

*The Incomparable Gateway to the West and Southwest*

Unequalled System of  
Facilities for Handling

Distributed Cars

Storage

Forwarding

Baggage

Drayage

Modern merchandise storage warehouse occupying entire city block in the heart of the wholesale and jobbing district—120,000 square feet devoted to storage—low insurance rate—exceptional facilities for prompt forwarding of shipments to extensive trade territory.

Ten Warehouses

50 Tractors

150 Semi-Trailers

75 Motor Trucks

300 Wagons

ALL OPERATED BY THE

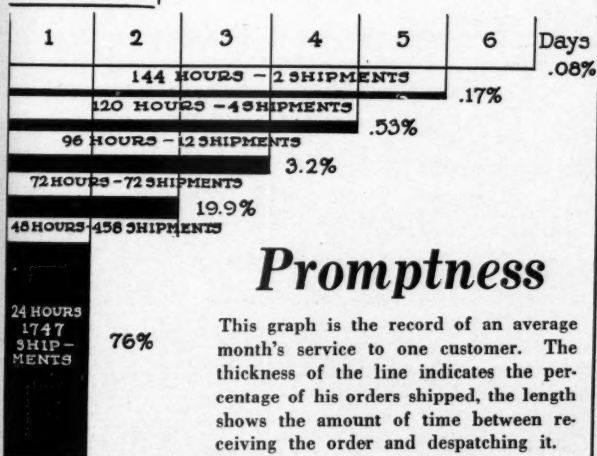
## COLUMBIA TERMINALS COMPANY

15,000 TONS  
STORAGE CAPACITY

Write for Booklet

WE LEASE MOTOR TRUCKS  
BY HOUR, DAY OR CONTRACT

ST. LOUIS, MO.



Join the  
Goodly Com-  
pany of our  
Patrons

S. N. LONG WAREHOUSE,

St. Louis, Mo.

ST. LOUIS, MO.

THE

**McPHEETERS WAREHOUSE COMPANY**  
MERCHANDISE STORAGE AND DISTRIBUTORS

Trackage Capacity—Eleven Cars

ST. LOUIS, MO.

JOHN C. CROTHERS

Secretary and General Manager

ST. LOUIS, MO.

**The St. Louis Gateway.**



Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent re-shipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles. See page 2 of this issue.

**Pennsylvania Terminal Warehouse Co.**  
*of St. Louis, Missouri.*

Rogers Porter, Resident Mgr.



## SPRINGFIELD, MO.

The Natural Distributing Point  
for the rich  
Ozark Mountain Territory

SPRINGFIELD WAREHOUSE  
& TRANSFER CO.

Capital \$100,000

Storage and Distribution of Merchandise and  
Implements  
Four Warehouses Low Insurance Rates  
Consignment of Pool Cars Solicited  
Modern Facilities for Moving, Packing and Shipping  
Furniture and Household Goods

## OMAHA, NEBR.

**GORDON**  
**Fireproof Warehouse & Van Co.**

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic  
sprinkler systems.

Accommodations for brokers, jobbers, automobile manu-  
facturers, etc.

**Household Goods Packed**  
**Stored and Forwarded**

MEMBER:

American Warehousemen's Association.  
Central Warehousemen's Club.  
National Furniture Warehousemen's Association.

## LINCOLN, NEBR.

**Globe Delivery Co.**

Merchandise and Furniture Storage  
Distributors and Forwarders  
5 Warehouses—Trackage

*Write us for explanation of Lincoln's ad-  
vantages as a distribution center*

## OMAHA, NEBR.



NEW FIRE PROOF BUILDING

336,000 Square Feet Storage and Leas-  
ing Space, Sample Rooms, Office  
Space, Merchandise, Storage and Dis-  
tribution Exclusively.

**Mercantile Storage & Warehouse  
Company**  
Omaha, Nebraska

*We Specialize in Merchandise Distribution*

## OMAHA, NEBR.

**"ADEQUATE FACILITIES  
WHEREVER GOODS GO"**

We have every facility for handling  
whatever goods may be offered us

**BEKINS OMAHA VAN & STORAGE CO.**  
16th and Leavenworth Sts. Omaha, Nebraska

## OMAHA, NEBR.

**FIDELITY**  
**STORAGE & VAN CO.**

1107-11 HOWARD STREET

**Exclusive Household Storage**

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { American Warehousemen's Association  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

The Men Who Distribute  
**Kellogg's Toasted Corn  
Flakes**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**KEEP IT UP!**

One step won't take you very far, you've got to  
keep on walking;

One word won't tell them what you are, you've  
got to keep on talking;

One inch won't make you tall, you've got to keep  
on growing;

One little "ad" won't do it all, you've got to keep  
'em going.

*Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.*

## OMAHA, NEBR.

THE  
"CITY OF OPPORTUNITY"

Represented by the

**Pacific Storage &  
Warehouse Co.**

1007-9-11 JONES STREET

We have studied the problems of the national distributor of manufactured articles and merchandise and have both the experience and facilities to care for business of this kind in a way that will satisfy the most critical.

Write us about the goods you have to be distributed in this territory and we shall be glad to quote prices for delivery, storage or reshipping.

**MOTOR TRUCK SERVICE — 75,000  
SQUARE FEET OF STORAGE SPACE**

Members of the Central Warehousemen's Club

## OMAHA, NEBR.

**THE TERMINAL WAREHOUSE CO.**

Very centrally located.  
702-712 So. 10th St., OMAHA  
336,000 Square Feet



**MERCHANDISE WAREHOUSING and FORWARDING  
BROKERS' OFFICES AND SAMPLE SPACE**

"SERVICE COUNTS"

We have our own truck line and are equipped to make prompt deliveries.

**EXPERIENCED MEN IN CHARGE**

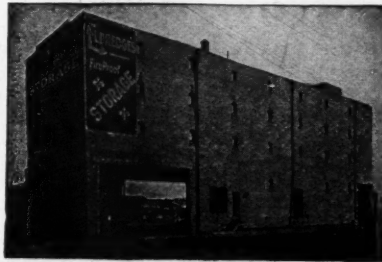
Special attention to Pool Car Distribution.

Consign your merchandise to us for prompt and efficient service.

## ATLANTIC CITY, N. J.

**ELDREDGE EXPRESS and STORAGE  
WAREHOUSE CO.**

Office: 110 N. South Cardina Avenue  
Inter-City Auto Service



Heavy Hauling

Railroad  
Siding and  
Storage Yard

Storage for  
Goods and  
Merchandise

Piano Moving

Phone 108

## EAST ORANGE, N. J.

**JACOB DIETRICH**

*Storage, Moving, Packing and Shipping*  
Oranges and Maplewood-Padded Motor Vans

My satisfied customers cover a period  
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

## EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

**FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT**

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

## EAST ORANGE, N. J.

**The Orange Storage Warehouse**

*Fireproof Household Goods Warehouses*

42 Harrison Street

**MOTOR TRUCK EQUIPMENT**

Members New Jersey Furniture Warehousemen's Association.

## NEWARK, N. J.

Etab. 1850

Jos. V. Lupo, Pres. & Treas.  
John F. Lupo, Sec.

**JOB De CAMP, INC.**  
80 PARK PLACE

Transfer of Household Goods Freight, Heavy Haulage,  
Motor Service

Storage of Household Goods  
Mdse., New Autos, Imple-  
ments, Yard Storage.

Factory Distributors

Member of N. J. F. W. A. and N. F. W. A.

## NEWARK, N. J.

**Lehigh Warehouse &  
Transportation Co., Inc.**

118 Frelinghuysen Ave., Newark, N. J.

*Storage and Distribution of  
General Merchandise*

*Lehigh Valley Siding*

*Motor Trucks for Local and Long  
Distance Work.*

**Members: American Warehousemen's Ass'n**



## NEWARK, N. J.

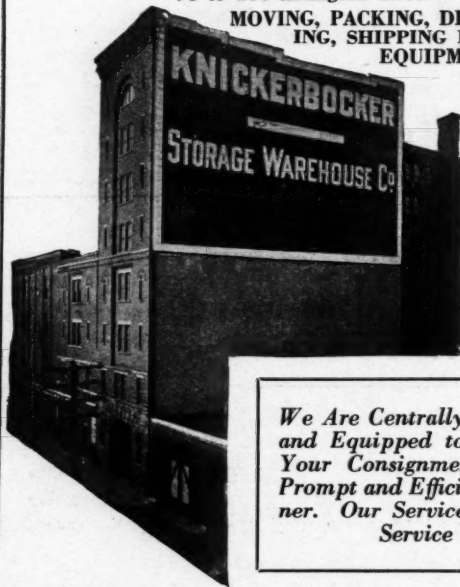
JOHN MULLIGAN, Pres. WILLIAM MULLIGAN, Vice-Pres.  
JAMES E. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise Warehouse

## Knickerbocker Storage Warehouse Company

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUTING, SHIPPING MOTOR EQUIPMENT



Members  
N. F. W. A.  
and  
N. J. F. W. A.

*We Are Centrally Located and Equipped to Handle Your Consignments in a Prompt and Efficient Manner. Our Service Is Real Service*

## NEWARK, N. J.

## JOS. J. KROEGER

Tel. Market 7372

Storage—Fireproof or Non-Fireproof  
Motor Trucks for Long Distance Moving

473-479 Twelfth Ave.

## NEWARK, N. J.

## Park Avenue Storage Company

359-365 Park Avenue, Newark, New Jersey

*Furniture and Merchandise Storage*

MEMBER NEW JERSEY ASSOCIATION

## NEWARK, N. J.

ESTAB. 1890 MOTOR VANS  
Members, N. J. F. W. Ass'n, N. F. W. Ass'n.

## DANIEL RUDER, INC.

IRONBOUND STORAGE WAREHOUSES  
113-125 NEW YORK AVE.

Packing and Shipping  
Our Specialty

H. H. G. Exclusively

The Men Who Distribute  
**Winchester Arms and Ammunition**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## NEWARK, N. J.

TRUCKING WAREHOUSING SHIPPING

# PASSAIC TRANSPORTATION COMPANY

OFFICES

57 Freeman Street, Newark, N. J.

## General Merchandise Storage and Forwarding

Capacity, 1000 Cars

Fireproof Brick and Concrete Buildings

Railroad Sidings Dock Facilities  
CENTRAL RAILROAD OF N. J. PASSAIC RIVER

Warehouse Receipts Issued

Trackage Capacity, Ten Cars

Yard Storage for Rough Material

Light and Heavy Hauling

City Deliveries

Long and Short Distance Hauls

Car Lot Distribution for Manufacturers and Jobbers

Low Insurance Rates on Application

Regular Deliveries of Merchandise between  
New York, Newark and Phila.

## NEWARK, N. J.

**Quicker Than C.O.D.**

Consign your household goods shipment in our care, on an order notify bill of lading if there are any charges due and we will send you our check immediately.

Following territory served: Arlington, Belleville, Bloomfield, Glen Ridge, Montclair, Nutley, Maplewood, Orange, East Orange, South Orange, all within one-half hour trucking distance from Newark.

**ROSEVILLE STORAGE CO.**

FRANK J. McGRATH, Pres.  
22-24-26 Cabinet St.,

THOS. A. McGRATH, Treas.  
Newark, N. J.

Member of New Jersey and National Furniture Warehousemen's Associations.

## NEW BRUNSWICK, N. J.

**Emergency Service**

**T**HERE are times when your distribution requires a fleet of trucks in excess of your capacity. At such times it is mighty handy to know where such service can be had, promptly and efficiently.

We can nearly always put into action an emergency fleet of ten (10) trucks without crippling our regular service.

This is only one branch of our well developed warehouse business. Economical storage and 24-hour service to New York City are others. Still another is the storage, packing, crating and shipping of household goods.

In an emergency call on us.

**Wales' Storage Warehouse**

Main Office: 26 French Street

Rates on application

## PATERSON, N. J.

**The Safety Storage Co.**

Two Modern Fireproof Warehouses for Storage of Household Goods and Merchandise

Carload Distribution

**MOVING SHIPPING PACKING**  
**MOTOR TRUCK SERVICE**

Peter J. Christie, Manager

Principal Office:

41-43 Governor St., Paterson, N. J.  
Telephone 2288 Paterson

## SOUTH ORANGE N. J.

EFFICIENT SERVICE

**Roll's Furniture Storage Warehouse**

Branch Office JACOB DIETRICH, Expert Mover

**MOVING PACKING SHIPPING STORAGE**

Send Your Shipments to Roll—via D. L. & W. R. R.  
9-11 So. Orange Avenue, Member N. J. F. W. A.

## TRENTON, N. J.

**Anchor Warehouse Co.**

Trenton, N. J.

**COMMERCIAL STORAGE**  
**and**  
**DISTRIBUTION**

Trenton is an ideal car break point for the Metropolitan district

Private Railroad Siding, Penna. R.R. and  
Phila.-Reading R.R.

We store, reship and deliver all classes of merchandise.

Low Insurance Rates

PROMPT AND CAREFUL SERVICE.

The Men Who Distribute

**Whittaker Paper Products**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## TRENTON, N. J.

**Jefferson**  
**Safety Storage Warehouse Company**  
 Jefferson and Ewing Streets

General merchandise storage and distribution.  
 Pennsylvania Siding.

Motor Express covers Trenton and all points  
 within radius of 20 miles.

An efficient organization catering to manufac-  
 turers who want real service.

May we serve you?

## BINGHAMTON, N. Y.

**BINGHAMTON WAREHOUSE and SUPPLY Co.**

**Storage and Distribution**

New, brick, specially built warehouse, located on private  
 railroad siding, trackage for ten cars.

We receive carloads of bulk merchandise, including furni-  
 ture, and forward as desired to destination in less-than-  
 carload shipments. We reship freight, express or parcel-  
 post as requested.

Tell us what you have or need, and ask our terms.

**BINGHAMTON WAREHOUSE & SUPPLY CO.**

83 Prospect Ave., Binghamton, N. Y.  
 Telephone 3281

## TRENTON, N. J.

**Petry**  
**Express & Storage Co.**  
 (INCORPORATED)

STORAGE WAREHOUSES  
 MERCHANDISE AND HOUSEHOLD GOODS  
 MOVERS—PACKERS—SHIPPERS  
 MOTOR VAN SERVICE

Carloads Distributed. Manufacturers' Distributors.  
 Members—A. W. A.—N. F. W. A.

## BINGHAMTON, N. Y.

**MOLLEN TRANSFER & STORAGE CO.**

—P. O. Box 872—

TWO WAREHOUSES

SIDING ON ERIE WE SPECIALIZE IN

Merchandise Distribution—Pool Cars—also all classes Transfer Work.  
 Members—Chamber of Commerce—Illinois and New York  
 Furniture Warehousemen's Association.  
 American Warehousemen's Association.

## BINGHAMTON, N. Y.

Member Chamber of Commerce

**JOHN B. SOUTHEE**

STORAGE WAREHOUSE AND VAN OFFICE

MOVING AND TRUCKING OF ALL KINDS

178 STATE STREET

Office Phone 1366  
 House Phone 1799

Residence,  
 60 Moeller St.

## ALBANY, N. Y.

**ALBANY TERMINAL WAREHOUSE CO.**  
 Office, 10 Tivoli Street

Member American Chain Warehouses.

Our warehouse was built for and always used for ware-  
 house purposes. Direct truck connections with all RR.

## ALBANY, N. Y.

**HUDSON RIVER STORAGE &  
 WAREHOUSE CORPORATION**  
 RATHBONE STREET

General Storage and Distributing  
 Correspondence Solicited.

## ALBANY, N. Y.

**SECURITY**  
**STORAGE & WAREHOUSE CO., INC.**

Jas. G. Perkins, Custom House Broker  
 1 DEAN STREET

Storage, Transferring and Forwarding  
 Direct Track Facilities Pool Car Distribution

The Men Who Distribute

**Indian Packing Products**

Read DISTRIBUTION & WAREHOUSING  
 and consult the Shippers' Index

## BROOKLYN, N. Y.



We make a specialty of handling shipments from  
 correspondents. Call on us at any time for any  
 class of work. Our fleet of electric and gasoline  
 vans for city and out-of-town removals will give you  
 the best of service.

When you have collections that you want handled  
 carefully and quickly, give us the order.

Our strictly fireproof building is ideally equipped for  
 storage of household goods and valuables. We pack  
 goods for shipment. If you need any special service,  
 ask us.

**THE EAGLE**

**Warehouse and Storage Company**

28 to 44 Fulton Street, Brooklyn, New York

Telephone 5560 Main

## BROOKLYN, N. Y.

*We Give the "Service" You Expect*

## L. FINK & SON Storage Warehouses

608-610 Kosciusko Street, Brooklyn, N. Y.

PACKERS AND SHIPPERS of Fine China, Bric-a-Brac, Wedding Gifts, Furniture, Pianos, etc.

STORAGE—Household Goods Stored in Separate Rooms.

HOUSEHOLD REMOVALS—Packard Autos. Local and Long Distance.

SHIPMENTS—Mark Bills of Lading—Eastern District Terminal for Delivery to any point in Brooklyn. Collections and Prompt Remittances.

Member of National Furniture Warehousemen's Association  
Member of N. Y. Furniture Warehousemen's Association  
Member of Van Owners' Association of Greater New York

## BROOKLYN, N. Y.

Cable Address, *Jenkins*  
Western Union

Long Distance Phones  
3100-3101-3102 Lafayette



ABSOLUTELY FIREPROOF

### Long Island Storage Warehouses

Nostrand and Gates Avenues  
BRANCH WAREHOUSES

881-891 Park Avenue

781-789 Kent Avenue

To save delay in consignments for delivery to any part of New York City or Brooklyn, mark goods in our care to "Eastern District Terminal, Brooklyn." This is the center of Greater New York—no delay due to congestion.

**Try shipping this way. We know**

## BROOKLYN, N. Y.

Established 1890

### When Shipping Your Household Goods

To or From Brooklyn

Have It Done Right—And Right Means By

## HARRAGAN'S

Storage Warehouse, Inc.

Storing—Packing—Moving—Shipping

244-246 Havemeyer Street

Brooklyn, N. Y.

Mark Goods in Our Care, Eastern District Terminal, Brooklyn

POOL CARS DISTRIBUTED

## BROOKLYN, N. Y.

Established 1889

### Chas. D. Strang's Montauk Storage Company

187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Send your shipments to Brooklyn in my care. Both your customers and yourself will receive prompt, careful and courteous attention.

Storage, Moving, Packing and Shipping of Household Goods.

N. Y. F. W. A.

I. F. W. A.

S. F. W. A.

## BROOKLYN, N. Y.

### THOMAS F. HEALEY & SON Storage Warehouses

78 SNYDER AVENUE

2530-32 TILDEN AVENUE

Flatbush Brooklyn New York

Mark shipment to BUSH TERMINAL or WALLABOUT Station for Brooklyn, Flatbush, Bay Ridge, Sheepshead Bay, Coney Island, Bensonhurst, Jamaica and Long Island Suburban Towns.

## BROOKLYN, N. Y.

### William H. Strang Warehouses

Established 1875

900-910 ATLANTIC AVENUE

1287-1295 ATLANTIC AVENUE

Packing, Shipping, Moving  
and Storage of Household Goods

N. Y. F. W. A.



## BROOKLYN, N. Y.

### Trans-Shipping & Distributing Warehouse Corporation

Foot of Bowne St., Brooklyn, N. Y.

Pool cars for distribution.  
Private siding for all railroad connections.  
No switching charges.  
L/C/L freight terminal for all railroad connections.  
No cartage charge on inbound or outbound rail shipments.

Lighterage at our door.

## REFERENCES:

GUARANTY TRUST COMPANY, NEW YORK  
CORN EXCHANGE BANK (SO. BROOKLYN BRANCH)

The Men Who Distribute

### United Drug Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

### Aunt Jemima Pancake Flour

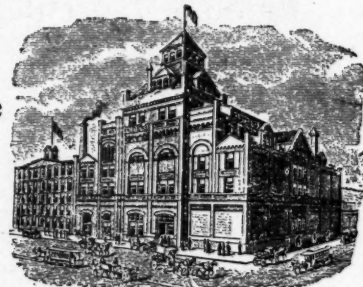
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BROOKLYN, N. Y.

"In the Heart of the Shipping District"

### Wallabout Merchants Warehouse Co., Inc.

LISTED,  
FREE and  
BONDED



## Office:

414 Flushing Ave., Brooklyn, N. Y.

Phones 64 and 65 Williamsburg

New York Office: 338 Washington St.

Phone 1521 Franklin

Greenpoint Office:

Vandervoort Ave., Withers and Jackson Sts.

Wallabout Basin Storage Co., Inc.

Office, 1212 Metz Street

"On the Water Front"  
Phones 3282 and 3283 Williamsburg

Forwarding, Storage, Carting,  
Lightering, Weighing, Etc.

Tobacco Inspection Warehouse

Guaranteed Sampling by Experts

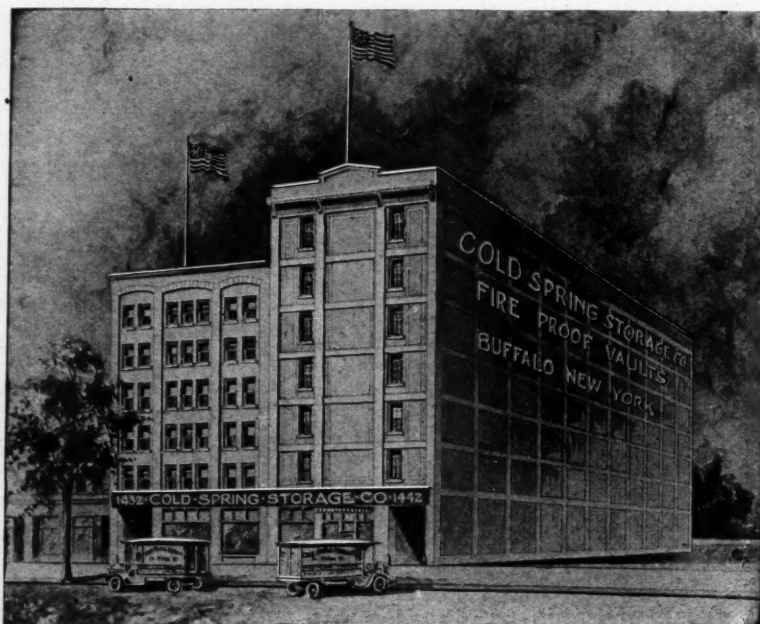
## WAREHOUSES:

400-414 Flushing Ave. 2-20 Skillman St. 21-35 Franklin Ave.

## OFFICERS:

George Dressler, President L. J. Lippmann, Treasurer  
Henry Hemmerding, Vice-Pres. M. G. Michaels, Secretary  
Manasseh Miller, Counsel H. N. Cohen, Manager

## BUFFALO, N. Y.



### We offer the MOST complete SERVICE in Buffalo and vicinity

Consign your Buffalo shipments to us.  
Twenty-seven years of practical experience insures the prompt and efficient handling of your consignments.

We will guarantee satisfactory service to your clients.

Five LARGE FIREPROOF and NON-FIREPROOF WAREHOUSES located at the "Hub" of Buffalo's residential centre yet convenient to railroad switches.

We are Receivers and Forwarders of HOUSEHOLD GOODS of which we make a specialty

Storage — Removals —  
Packing — Forwarding

We protect the shipper from unjust claims, make collections and remit promptly.

Our large fleet of motor trucks enable us to render quick and efficient service. Long distance hauling.

Busy Since 1895

### COLD SPRING STORAGE CO., Inc.

J. W. POWELL, Pres.

J. W. POWELL, Jr., Sec'y and Manager

1432-1442 Main Street, Buffalo, N. Y.

Members of: AMERICAN WAREHOUSEMEN'S ASS'N.  
NEW YORK STATE WAREHOUSEMEN'S ASSN.

NATIONAL FURNITURE WAREHOUSEMEN'S ASSN.  
BUFFALO CHAMBER OF COMMERCE

## BUFFALO, N. Y.

**BUFFALO**  
**STORAGE & CARTING COMPANY**  
 STORAGE, TRANSFER AND  
 FORWARDING  
 Warehouse on New York Central Tracks

## BUFFALO, N. Y.

**O. J. GLENN & SON**  
 Everything in the Line of Moving,  
 Carting, Packing, Storage  
**OFFICE: 204 TERRACE STREET**

## BUFFALO, N. Y.

**LEONARD WAREHOUSES, INC.**  
 157-167 Georgia St. 73-93 Front Ave.  
*Household Goods stored, packed  
 and shipped by experienced men.*  
**BUFFALO AND DETROIT**

## BUFFALO, N. Y.

**Monarch Storage & Warehouse Co., Inc.**  
**"SERVICE"**  
 In distribution of goods for National Merchandisers.  
 286-308 Elm St., Buffalo, N. Y.

## BUFFALO, N. Y.

FOR BUFFALO SHIPMENTS OF  
**HOUSEHOLD GOODS  
 OR MERCHANDISE**

*We have the facilities, equipment and  
 experience to render what you desire.*

**SERVICE**

We handle pool car shipments of household goods or merchandise,  
 city deliveries and interurban distribution.

*Private side track on Erie Railroad*

**QUEEN CITY WAREHOUSE CORP.**  
 25 HARDWOOD PLACE, BUFFALO, N. Y.

## ELMIRA, N. Y.

**WE SHIP SUDDEN**

Located Main Line—D. L. & W. R. R. and  
 Erie, Pa., L. V. railroads.

**DISTRIBUTING AND WAREHOUSING**

Best Warehouse in the Southern Tier.  
 Low insurance.

Reference: Second National Bank,  
 Chemung Canal Trust Co.  
 and many mercantile houses.

**JOSEPH BIMBERG SONS**  
 Elmira, N. Y.

## ELMIRA, N. Y.

## We Offer the Most Complete Service in Elmira and Vicinity

**Service Our Middle Name**

**BEST DISTRIBUTING POINT**  
 in Western New York and Pennsylvania

Three Warehouses, 75,000 square feet  
 floor space, can accommodate 150 cars  
 of merchandise.

Free switching privileges, D., L. & W.,  
 Erie, Penna. and L. V. Railroads.  
 Switch enters building; can load and  
 unload under cover.

General Merchandise and Storage. For-  
 warding and Transferring a Specialty.

Competent help in office and warehouse.  
 We can be used as a branch house at no  
 extra expense.

We do our own trucking.

# ELMIRA

## STORAGE AND SALES COMPANY

## FLUSHING, N. Y.

### Blackham Storage & Trucking Co. INC.

We do a general storage, moving, carting and  
 packing business covering Flushing and  
 Long Island. Try our service, you'll like it.

**OFFICE: 72-74 GROVE ST., FLUSHING, NEW YORK**

## MT. VERNON, N. Y.

**MAKE YOUR MT. VERNON, N. Y., SHIP-  
 MENTS IN CARE**

**CHAS. L. CARBREY**

Member, N. Y. Furniture W'h. Ass'n.  
 Nat'l. Furniture W'h. Ass'n.

## MT. VERNON, N. Y.

Consign Shipments to Mt. Vernon, New York  
 Central and New York, New Haven & Hartford  
 Railroads

**John Stahl & Sons, Inc.****Moving and Storage**

Our Service extends to

Mount Vernon, Bronxville, Pelham Manor, Scars-  
 dale, New Rochelle and White Plains or any other  
 point in Westchester County.

**MEMBERS:**

National Furniture Warehousemen's Ass'n.  
 New York Furniture Warehousemen's Ass'n.  
 New York State Warehousemen's Ass'n.

**Address mail**

**Main Office**  
 4761 White Plains Ave.,  
 Bronx, N. Y. City

**Mt. Vernon Warehouse,**  
 47-49 South 5th Ave.,  
 Mt. Vernon, N. Y.



## NEW YORK, N. Y.

Main Office  
221 West Broadway

Tel.  
Franklin 0406

## Adriatic Warehouse Corp.

*Storage for General Merchandise*

221-223 West Broadway

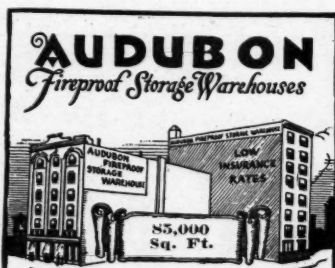
5-7 White Street, New York

## NEW YORK, N. Y.

### CONSIGN

Your Harlem and  
Washington  
Heights Shipments  
to us.

Efficient Service  
Prompt Attention  
Motor Equipment



1928 Amsterdam Ave., Cor. 155th  
St.

Moving — Packing — Shipping — Silver Vaults

### ABSOLUTELY FIREPROOF

Route to All Harlem Stations

MEMBERS: { National Furniture Warehousemen's Assn.  
New York Furniture Warehousemen's Assn.  
Van Owners' Assn., Greater New York.

516 West 181st St.



District from 135th  
St. to Yonkers, East  
and West Side.

DEAD STORAGE  
FOR AUTOS

## NEW YORK, N. Y.

## Baltimore & Ohio Stores, Inc.

S. W. Corner 26th Street and 11th Avenue

LOWEST INSURANCE RATES IN NEW YORK.  
MOST CENTRAL LOCATION IN NEW YORK.  
SERVICE, PROMPT AND EFFICIENT.

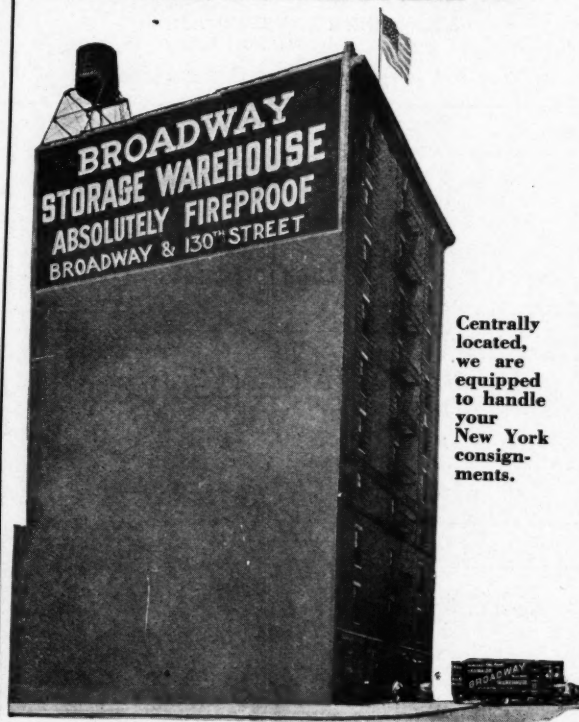
B. & O. R.R. TRACKS RUN INTO WAREHOUSES.  
CONCRETE BUILDING, NEW, CLEAN, ESPECIALLY  
PLANNED FOR HANDLING FOODSTUFFS.  
REASONABLE STORAGE RATES.

Also Baltimore & Ohio (Pier 21, East River) Stores,  
foot of Dover Street, for Flour, Feed and Cereal Products.

## NEW YORK, N. Y.

## HOUSEHOLD GOODS

STORED, MOVED PACKED AND SHIPPED



Centrally  
located,  
we are  
equipped  
to handle  
your  
New York  
consign-  
ments.

## NEW YORK, N. Y.

Established 1881



SIXTH STREET WAREHOUSES

## CAMPBELL STORES

Warehousemen and Truckmen

HOBOKEN, NEW JERSEY

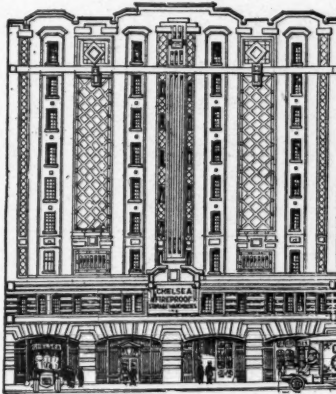
Just Across the River from New York City

Direct Rail and Water Connections

Pool Cars Distributed in New York

Published Uniform Rates

## NEW YORK, N. Y.

**Chelsea Fireproof Storage Warehouses, Inc.****COMPLETE SERVICE TO SHIPPERS**Storage, Moving, Packing, Shipping, Express  
and General TruckingShip to the  
ChelseaEquipped  
for prompt  
service.

Our Harlem Warehouse

**Chelsea Fireproof Storage Warehouses, Inc.**LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy and Treas.  
Main Office Harlem Branch  
426-434 West 26th St. 112-120 West 107th St.Members of  
New York Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
The Merchants' Association of New York

## NEW YORK, N. Y.

**"SERVICE THAT SATISFIES"****Cuneo Storage Co., Inc.**

1569-1575 Southern Boulevard

**MODERN  
FIREPROOF  
WAREHOUSE**Centrally located we  
are equipped to handle  
your Bronx consign-  
ments.

## NEW YORK, N. Y.

**Consult Our Traffic Dept.  
For Export and Distribution  
Exporters Terminal Co.**

General Offices

**53 Jay Street, New York City**Six centrally located stores on Manhattan Island.  
Free—Tea Bonded

## NEW YORK, N. Y.

Our Warehouses are  
of Fireproof Con-  
struction and Offer  
Greatest Security.**Efficient Service—  
Worth Considering**

Fellow Warehousemen:-

The reputation of a Warehouseman, invariably  
is determined by the manner in which a shipment is  
completed.We therefore offer you exceptional service to  
eliminate this risk of reputation.We conduct, perhaps, the highest type of  
business in our line, catering to the handling of fine  
household effects and art collections for responsible  
people in this City.We also ship from New York a large percentage  
of the higher grade household effects.

Will you avail yourself of our service?

**Day & Meger  
Murray & Young, Inc.**  
PACKERS - SHIPPERS  
AND MOVERS  
OF HIGH GRADE  
HOUSEHOLD EFFECTS & ART OBJECTS  
304-305-307 EAST 61st STREET  
NEW YORK

Members—National Furniture Warehousemen's Ass'n—New York Furniture Warehousemen's Ass'n



NEW YORK, N. Y.

**East Coast Warehouse Co.**

Receiving  
Packing  
Shipping  
Distributing  
Warehousing

By adding a complete new warehouse to our already adequate equipment we are in a position to render our customers the utmost in paying co-operation.

We are located within a few minutes of all the important railroad terminals and steamship piers and can handle your patrons' shipments with facility and despatch.

Our traffic expert will be glad to help you on all your shipping problems.

**East Coast Warehouse Co., Inc.**

284 Monroe Street, New York, N. Y.

WM. C. DUNCAN  
PresidentC. R. DUNCAN  
Secretary-TreasurerW. J. CARNAHAN  
Manager

We also handle the  
grinding of Shellac, Soda,  
Gums

(Output capacity per day  
8 to 10 tons)

Storage—Of general mer-  
chandise—Tea Bonded  
Warehouse

Cartage—A large fleet of  
motor trucks always at your  
service

Sampling—We employ ex-  
perienced samplers on all  
kinds of merchandise

NEW YORK, N. Y.

**LEE BROTHERS, Inc.**

Operators of five large Warehouses, all in close prox-  
imity to Pennsylvania, New York Central and New York,  
New Haven & Hartford Railroads.

Thoroughly equipped to handle any shipment, either  
large or small, promptly and efficiently.

Experience extending over a period of over 40 years.

*'Dead Storage for Autos*

**MAIN OFFICE, 212 EAST 125TH ST.**

NEW YORK, N. Y.

**MORGAN & BROTHER**

Storage Warehouses  
and Motor Vans

G. E. TACKER, Manager

MOVING STORAGE PACKING

Our reputation for handling collections on con-  
signments is your guarantee in selecting us  
as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to All Parts of the World*

228 - 230 - 232 - 234 - 236 WEST 47th STREET

TELEPHONE  
0052 BRYANT


Times Square

Cable Address: MORGANWARE

Members:

National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Van Owners' Association of Greater New York  
Merchants' Association of New York

NEW YORK, N. Y.



**The GILBERT STORAGE CO. Inc.**  
*formerly*  
**HARLEM STORAGE WAREHOUSE CO. INC.**  
**211 East 100<sup>th</sup> St., New York City**  
Telephone LENOX 850-9508  
*Walter C. Gilbert, Pres. Barrett C. Gilbert, V. Pres.*

NEW YORK, N. Y.

**Julius Kindermann & Sons**

Three large fireproof storage warehouses adjacent  
to Washington Heights and all counties  
in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

NEW YORK, N. Y.

Tel. Longacre 491

Edward Keegan, Prop.

**Long Acre Express and Van Co.**  
**Storage Warehouse**

Moving, Trucking, Packing and Shipping  
408-410 WEST 47th STREET  
Bet. 9th and 10th Aves. N. F. W. A.

Motor Vans  
New York

NEW YORK, N. Y.

**FIREPROOF WAREHOUSE****JOHN F. MURRAY STORAGE CORP.**

WAREHOUSEMEN & FORWARDERS

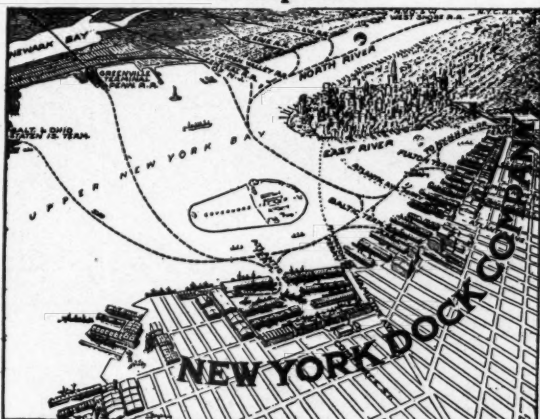
549-51-53 West 39th Street, New York City

Motor and Horse Service  
C. H. License 213

Coopering, Weighing  
Marking, Shipping

## NEW YORK, N. Y.

## Largest Bonded and Free Warehouse and Pier System in the Western Hemisphere



Occupying approximately 2½ miles of the Brooklyn waterfront.

159 BONDED AND FREE WAREHOUSES having a storage capacity of 65,435,000 cubic feet or 116.2 acres of floor space.

34 PIERS

20 MANUFACTURING BUILDINGS  
3 RAILROAD TERMINALS

Buildings for lease with lighterage and railroad facilities

### NEW YORK DOCK COMPANY

44 Whitehall Street, New York  
Calendar showing map of New York Harbor sent on request

## NEW YORK, N. Y.

## Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service

Adjacent to all Bronx Terminals. Economic and Satisfactory Service

THIRD AVENUE AND 140th STREET

## NEW YORK, N. Y.

## H. W. ST. JOHN & CO.

37 Pearl St., New York

### STORAGE AND DISTRIBUTION

Proprietary Articles and Case Goods

Largest Distributors of Proprietary Medicines in New York City

Domestic and Foreign Re-shipments

EXPORT FREIGHT BROKERS

Established 1902

NEW YORK

BOSTON

MONTREAL

## NEW YORK, N. Y.

A Room for Every Load of Furniture

## The Tiffany Fireproof Storage Warehouses

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

Efficient Service Our Motto

Packing—Shipping—Crating

Members of  
National Furniture Warehousemen's Association  
N. Y. F. W. A., V. O. A. of Greater New York

NEW YORK  
STATEN ISLAND } N. Y.

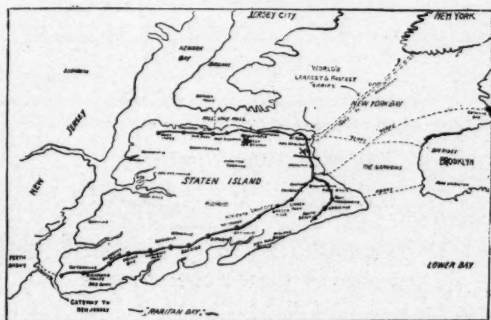
C. H. BROWN, Pres.

STORAGE

# Richmond

WAREHOUSES

WEST NEW BRIGHTON, N.Y.



We Solicit Your Staten Island Shipments

Warehouses located at West New Brighton and Tompkinsville, as designated by X

MEMBERS N. F. W. A., N. Y. F. W.

## NEW YORK, N. Y.

## TOOKER STORAGE & FORWARDING CO.

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed

Minimum Handling Expense

Building Equipped

With Automatic Fire Alarm

Erie Railroad Siding

New York Office

and

Warehouse:

28th St. & 11th Ave.

Erie R. R. Tracks

Tel. Chelsea 7845-7846

Chicago Office

and

Warehouse:

Clark & 14th Sts.

Erie R. R. Tracks

Tel. Victory 2360-2429

## NEW YORK, N. Y.

"We Move in Society"

## HUGH F. WARD & BRO.

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York

Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

## If Your City Isn't Represented Here

Put it on the shippers' map by inserting your card in this space.



NEW YORK, N. Y.

# WARWICK-THOMSON CO.

## Transfer Forwarding Agents and Warehousemen

Main Office: 600 West 34th St., New York City

**Railroad-Freight.** Out-of-town Shippers of Car Loads to New York, consigned to one or more firms, can ship in care of WARWICK-THOMSON CO. and PROMPT DELIVERY and SATISFACTORY SERVICE will be guaranteed. We will re-ship your goods for suburban delivery by the BEST and CHEAPEST LINES.

**BEST FACILITIES OF ANY FORWARDING AGENT IN NEW YORK CITY.**

**WAREHOUSES.** Charges reasonable and Insurance Rates Low. Merchandise can be stored with us and delivered or shipped as per order, giving out-of-town firms same advantages for quick delivery as if they had warehouses in New York City.

Correspondence solicited.

NEW YORK, N. Y.

**Willoufred**  
**WAREHOUSES**  
Inc.

**General Merchandise Storage**

665-73 11th Ave. and 601-03 W. 48th St.  
New York City

FREE AND BONDED STORAGE

POUGHKEEPSIE, N. Y.

**Birrer Motor Freight  
&  
Transportation Co., Inc.**

Poughkeepsie and New York Express  
Moving Hauling Shipping  
Concrete Distributing Warehouse  
Pool Cars

Office and Warehouse, 574-576 MAIN ST.

PHONE 2059

NIAGARA FALLS, N. Y.

**WILLIAM YOUNG**

TRANSFER AND STORAGE OF  
HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY  
"Unexcelled SERVICE"

The Men Who Distribute

**Porter Screens**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

NORTH TONAWANDA, N. Y.

**HAMILTON**  
**Transfer & Storage Co.**

Trucking and Hoisting  
Contractors

TRANSFER & STORAGE OF HOUSEHOLD GOODS

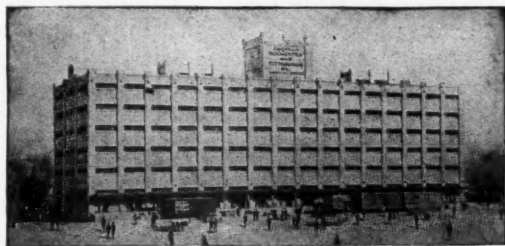


The Men Who Distribute

**Crystal Domino Sugar**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ROCHESTER, N. Y.



## General Merchandise Storage

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

*Service That Brings Results*

**B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

## ROCHESTER, N. Y.

## JOSEPH A. SCHANTZ COMPANY

173-219 CENTRAL AVENUE



We have every facility for handling your Rochester shipments

**Two Fireproof Warehouses  
Two Non-fireproof Warehouses  
Large Fleet of Modern Motor Vans**

By mailing your Rochester bills of lading to us you are guaranteeing the most prompt and courteous service to your patrons. You are also protecting your own interests, because we will return all collections promptly and watch the details carefully.

*Member of New York Furniture Warehousemen's Ass'n*

## ROCHESTER, N. Y.

Arthur S. Blanchard, President and Treasurer

## Blanchard Storage Co., Inc.

Storage  
Moving

HOUSEHOLD GOODS

Packing  
Shipping

Rochester "Chief" Rug and Carpet Cleaners

Allen and N. Washington Streets

*Members New York and Illinois Furniture Warehousemen's Association*

## ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

**MONROE WAREHOUSE CO., INC.,**

55-83 Railroad Street

Rochester, N. Y.

## ROCHESTER, N. Y.

## ROCHESTER CARTING CO.

Members New York Warehousemen's Association

Distributors of Car Load Freight

Unsurpassed facilities for Storing, Transferring and Forwarding

Merchandise and Household Goods

Two Large Storage Warehouses

162-164 ANDREWS STREET

The Men Who Distribute

**Palmolive Soap**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SCHENECTADY, N. Y.

## Lights and Hauls the World

We don't light the world, but we pack, crate and ship H. H. Goods to all parts of the world.

Exclusive H. H. Goods Storage Warehouse.

**NEIL F. RYAN**

*We Move Anything Anywhere*

Storage Warehouse:  
228-234 Broadway

Fleet of Fourteen Trucks and  
Vans. Local and Long Distance Hauling.

## SCHENECTADY, N. Y.

## SCHENECTADY

is a natural Distributing Center. We make a specialty of L. C. L. Forwarding and Distribution of Pool Cars.

Two up-to-date Warehouses. Track connections with all Railroads entering City.

Storage of Household Goods, Merchandise, Implements, Yard Storage. Heavy Haulage. Motor Service.

**SCHENECTADY STORAGE & TRUCKING COMPANY**



## SCHENECTADY, N. Y.

**W. CADY SMITH**

114 Wall Street

Household Goods Moved, Stored, Packed and Shipped  
General Merchandise Distributors for Manufacturers and  
Wholesalers  
Daily Express Service Between Albany and Schenectady

## SYRACUSE, N. Y.

**Flagg Storage Warehouse****TWO FIREPROOF WAREHOUSES**

STORAGE OF GENERAL MERCHANDISE  
and HOUSEHOLD GOODS

We are in position to render quick and efficient  
service.

Centrally located to all jobbers and freight  
houses.

Correspondence Solicited

100 Townsend St.,

Syracuse, N. Y.

## SYRACUSE, N. Y.

**King Storage Warehouse, Inc.**

Opposite N. Y. C. West St. Station



**COMMERCIAL and FURNITURE  
STORAGE  
PRIVATE RAILROAD SIDINGS**

**DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

**FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING  
CASE**

358-376 West Water St.

**MEMBERS**

American Warehousemen's Association  
National Furniture Warehousemen's Association

The Men Who Distribute

**Pillsbury Flour**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## SYRACUSE, N. Y.

*Always Ready to Serve and Satisfy*

**Syracuse Furniture & Forwarding Co., Inc.**  
270-272 James St.

Better Than Bank Service on Collections  
Up-to-the-Minute Service

**MOVING PACKING SHIPPING STORAGE**

Sixteen years of satisfactory, progressive and efficient service in Syracuse enables us to give the best at the least expense.

**SYRACUSE SHIPMENTS MADE IN OUR  
CARE WILL BE HANDLED RIGHT**

Centrally  
Located  
to all  
Freight Houses



Siding on  
New York  
Central for  
handling car-  
load shipments.

## UTICA, N. Y.

**Consign Utica Shipments**

to

**JONES-CLARK TRUCKING AND  
STORAGE CO., Inc.**

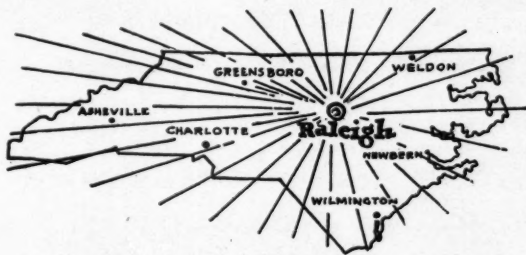
127-135 Hotel St.

**SPECIAL ATTENTION given to Mer-  
chandise Distribution and Pool Car Ship-  
ments. Storage of Merchandise, Furniture,  
New Autos and Machinery.**

**MEMBERS NEW YORK AND ILLINOIS ASSOCIATIONS****U. S. C. Bonded****Bill Via N. Y. C., D. L. & W., N. Y. O. & W.****Pick Your  
Consignee**

from the companies listed in  
this section—they are the "live  
wires" of the field and will han-  
dle your shipments promptly  
and efficiently.

## RALEIGH, N. C.



**R**ALEIGH, in the heart of the new south, is the logical distribution point for shipments to this territory. It is centrally located and reaches a population of over one million, five hundred thousand within a radius of 100 miles. Raleigh has excellent railroad service and re-shipping facilities.

We store, reship and distribute all classes of freight in this territory. We have modern, brick warehouses located directly on the railroad tracks and specialize in pool car distribution.

## CAROLINA

STORAGE AND DISTRIBUTING COMPANY  
(BONDED)

## AKRON, OHIO

### THE UNION

Fire Proof Warehouse Company Akron, O.

GENERAL OFFICE: 27 N. HIGH ST.

Operating the

Union Fireproof Furniture Warehouses  
MOVING—STORAGE—PACKING—SHIPPING

and the

Union Terminal Warehouses  
Merchandise Storage and Distribution—  
Pool Car Shipments

Private Siding, Pennsylvania R. R.  
Free switching service from B. & O. R. R.,  
Erie R. R. and A. C. & Y. R. R.

MOTOR AND TEAM SERVICE



WE RECIPROCAT



## AKRON, OHIO

### Knickerbocker Storage Co.

12 Cherry St., Akron, Ohio

Furniture & Household Storage, Merchandise, Moving, Packing, Shipping, Pool Car Distribution. Motor Truck Equipment. Erie Railroad Connection.

T. W. PIFER, Owner and Manager

## CANTON, OHIO

### The Cummings Storage Co.

Cor. 4th and Walnut St., S. E.  
CANTON, OHIO

General Merchandise, Distribution and  
Household Goods Storage.

Fireproof and Non-Fireproof Build-  
ings. Private Steel Lockers.

Unsurpassed facilities for handling pool car and  
car load shipments.

Railroad Sidings  
Logical Distributor for this Section

## CINCINNATI, OHIO

### A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been felt, the Panhandle Warehouses have been satisfying them. This long record of service rendered with satisfaction is a guarantee to you of the sort of treatment you may expect in transhipping through us. Low insurance, absence of trucking charges on most of our rerouting, and speed, plus the advantages named on page two of this issue, are good cause for you to entrust your warehousing interests to us. See page 2 of this issue.

### Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than carloads for out of town firms. Warehouse on Pennsylvania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.  
222 and 224 East Front Street

## CINCINNATI, OHIO

Bill Your Shipments for Cincinnati to

### THE ZEIGLER-SCHAEFER CO.

2941-43 EASTERN AVE.  
SIDING ON PENNSYLVANIA LINES

Moving - Storage - Packing - Shipping  
Efficient and Courteous Service  
Prompt Remittances  
COMPLETE MOTOR TRUCK EQUIPMENT

The Men Who Distribute

### McDougall Kitchen Cabinets

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## CINCINNATI, OHIO



**CINCINNATI'S  
MOST MODERN  
STORAGE SERVICE**

One million cubic  
feet of storage space.

*Lowest Insurance  
in Town.*

**THE NEW  
BRIGHTON FIREPROOF STORAGE**  
607-615 W. McMicken Ave.

**A Service That Opens The Door For You in Cincinnati and Ohio  
Valley Territory**

Our new 9-story fireproof warehouse, one million cubic feet capacity, and our fleet of sixty trucks, fit us to operate for you in this great territory with any class of service you desire.

In Cincinnati, Southern Ohio and Northern Kentucky, we can serve you. Merchandise storage, fireproof storage, dis-

tributing and forwarding are our specialties. The Cincinnati and Suburban Express Company, owned and operated by us, with offices in principal towns of this territory, uses the Cincinnati & Dayton Traction and connecting lines for speedy delivery in connection with our fleet of trucks.

For prompt, efficient service, direct inquiry or shipment to

**The BRIGHTON TRANSFER COMPANY**

607-15 W. McMicken Ave.

CINCINNATI

OHIO

## CINCINNATI, OHIO

**FRED PAGELS**

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

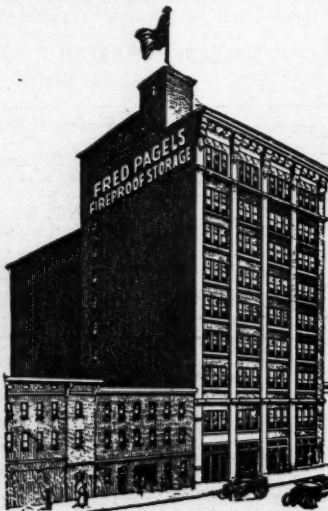
**A SERVICE THAT SATISFIES**

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of  
National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

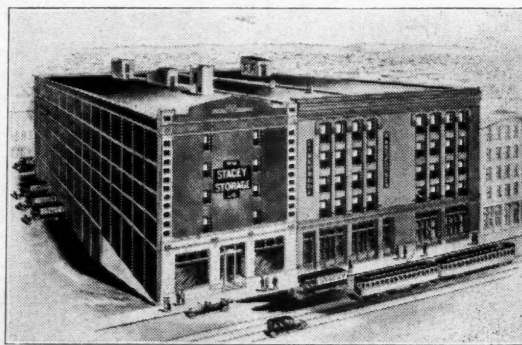
937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.



## CINCINNATI, OHIO

Cincinnati's Leading Warehouse  
**Stacey Service**  
is the  
**Best**



150,000 SQ. FEET

**Storage  
Packing**

**Hauling  
Shipping**

Send us your consignments; we will take care of your  
interests

**The Wm. Stacey Storage Co.**

2329-2339 Gilbert Ave.

Members of The National Furniture Warehousemen's Association

# Cleveland

MEMBERS OF NATIONAL FURNITURE WAREHOUSEMEN'S ASSOCIATION

## Announcement

Redhead Storage Co. have consolidated the business formerly done by the Euclid Avenue Fireproof Storage Co. and the Redhead Storage Co. and operating as the Redhead Storage Company with Mr. Mead Redhead as president.

The  
WINDERMERE  
TRANSFER & MOVING CO.

FIREPROOF  
STORAGE

14136 EUCLID AVE.

The  
REDHEAD  
STORAGE CO.

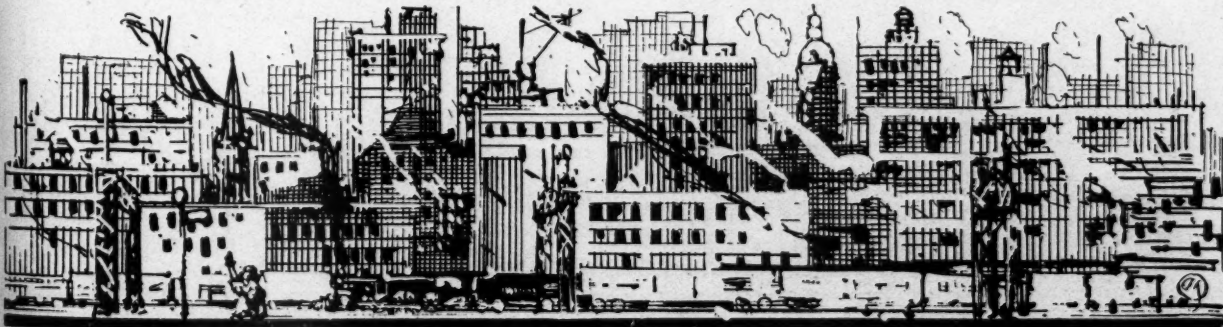
11605-09 EUCLID AVE.

The  
LAKEWOOD FIRE-  
PROOF STORAGE CO.

14401 DETROIT AVE.

Only Warehouse in Lakewood Territory

MEMBERS OF CLEVELAND FURNITURE WAREHOUSEMEN'S ASSOCIATION





# Cleveland

MEMBERS OF NATIONAL FURNITURE

The  
**ANDREWS FIREPROOF  
STORAGE CO.**

6802 LEXINGTON AVE.

The  
**GARFIELD MOVING  
& STORAGE CO.**

7919 QUINCY AVE.

**JOHN BECKER**  
Fireproof Storage

2055 W. 41st STREET

The  
**KNICKERBOCKER  
STORAGE CO.**

7724 DETROIT AVE.

MEMBERS OF CLEVELAND FURNITURE



# Fifth City

WAREHOUSEMEN'S ASSOCIATION

## LAKE SHORE MOVING AND STORAGE CO.

664 EAST 105th ST.

## The SCOTT BROS. FIRE- PROOF STORAGE CO.

1838-40 EAST 55th ST.

## The LINCOLN FIREPROOF STORAGE CO.

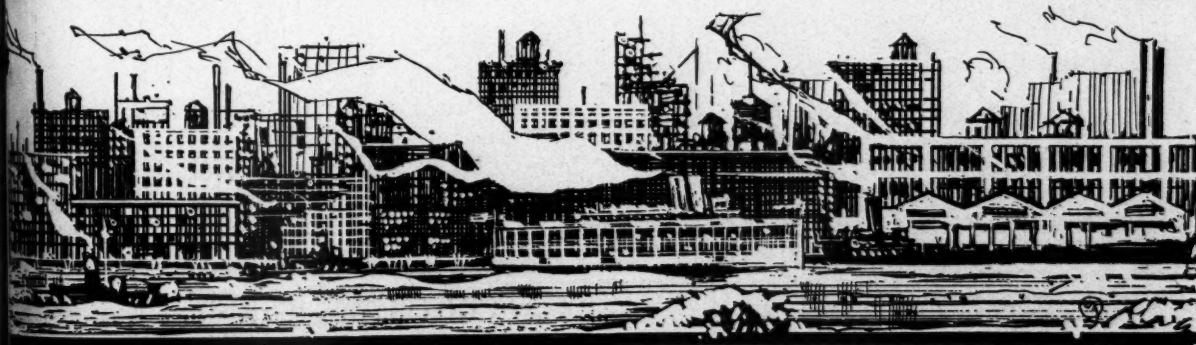
5660-5704 EUCLID AVE.

## The NEAL FIREPROOF STORAGE CO.

7208-16 EUCLID AVE.

5 LARGE WAREHOUSES

WAREHOUSEMEN'S ASSOCIATION





CLEVELAND, OHIO

## THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution  
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES  
Sprinkler System3 Warehouses, Private Siding,  
C. C. C. & St. L. R. R.

CLEVELAND, OHIO

## THE CURTIS BRO.'S TRANSFER COMPANY

French, Winter and Fall Streets  
CLEVELAND, OHIOMERCANTILE STORAGE AND  
GENERAL TRUCKINGLow Insurance  
Sprinkler SystemPrivate Siding on  
C. C. C. & St. L. R. R.Pool Cars for Distribution  
Motor Truck Service

CLEVELAND, OHIO

*"Lederer Has Something in  
Store for you."*

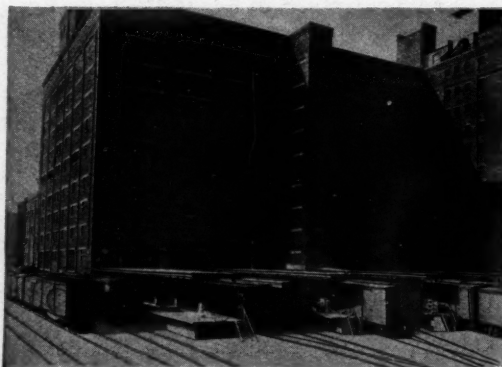
MERCANTILE STORAGE AND DISTRIBUTION

LEDERER TERMINAL  
WAREHOUSE COMPANY

CLEVELAND, OHIO

## The Ninth Street Terminal Warehouse Co.

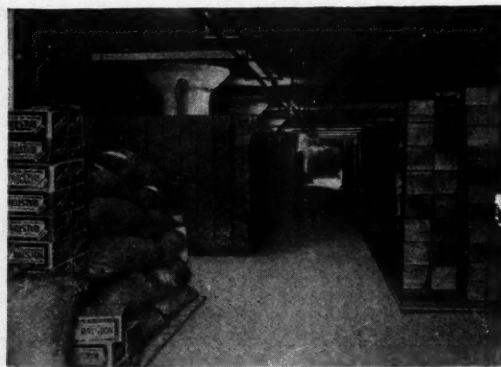
1200 W. Ninth St., Cleveland, Ohio



Private Tracks on C., C., C. &amp; St. L. R. R.

3,500,000 cu. ft. General Storage.  
1,500,000 cu. ft. Cold Storage.  
63-Car Track Capacity.  
Lowest Insurance Rates.

WM. J. HOGAN, Pres. and Gen'l Mgr.



General Storage—Well Ventilated—Light—Sanitary

Ohio's Largest and Most Reliable  
**WAREHOUSE**

For Storage and Distributing

A. B. EFROYMSON, Superintendent

## COLUMBUS, OHIO

## The W. Lee Cotter Warehouse Co.

Operating the  
**COLUMBUS  
TERMINAL WAREHOUSES**  
(seven of them)

**FIREPROOF AND  
NON-FIREPROOF**

**MERCHANDISE STORAGE  
AND DISTRIBUTION**



*Save 35% to 50% by  
shipping in car lots*

## DAYTON, OHIO

## THE LINCOLN STORAGE CO.

"Fireproof" Member N. F. W. A.  
Big 4 Private Siding  
313-315 EAST FIRST STREET  
A. B. Compton, Vice-President and General Manager

## DAYTON, OHIO

## THE UNION STORAGE CO.

U. S. BONDED  
BAINBRIDGE, BACON & STATE STREETS  
MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## LAKEWOOD, OHIO

## THE Lakewood Fireproof Storage Co.

14401 Detroit Ave.  
LAKEWOOD OHIO CLEVELAND

We solicit your shipments to  
Lakewood and west side of Cleveland.

## LIMA, OHIO

## POOL CAR DISTRIBUTORS EAGY TRUCK AND STORAGE

320-322 NORTH CENTRAL AVENUE  
General Trucking, Rigging, Long Distance Moving,  
Storage and Vans  
PHONE MAIN 2548 LIMA, OHIO

## COLUMBUS, OHIO

Safety First

## The Fireproof Warehouse & Storage Company

1018-30 North High Street  
Columbus, Ohio

**TRANSFERRING — STORING — PACKING**

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

**Motor Truck Service**

**Vaults for Valuables**

**Private Rooms**

## COLUMBUS, OHIO

## THE KUTSCHBACH-McNALLY CO.

Complete Facilities for Storing and Forwarding  
**HOUSEHOLD GOODS and MERCHANDISE**  
Siding on Pennsylvania Tracks  
Manufacturers' Distributors **MOTOR Equipment**  
Member Interstate Warehousemen's Association

## COLUMBUS, OHIO

## The Merchandise Storage Company

Columbus, Ohio

**General Storage & Distribution**

SERVICE THAT WILL SATISFY

## MANSFIELD, OHIO

## The Cotter Transfer & Storage Co.

Operating Five Fireproof  
and Non-Fireproof Warehouses

in

## MANSFIELD, OHIO

THE TRUNK-LINE CITY

*Furniture and Merchandise Storage  
and Distribution*

**Motor Trucks  
Heavy Hauling**





## MARION, OHIO

## MERCHANTS TRANSFER COMPANY

160 McWILLIAMS COURT MARION, OHIO  
 Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods, Automobiles and Machinery. Packing and Shipping. Private Siding New York Central Lines.  
 MEMBER N. F. W. A.

## TOLEDO, OHIO

## HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

**The H. C. Lee & Sons Co.**  
 TOLEDO'S LEADING MOVERS  
 STORAGE

MEMBER N. F. W. A. Toledo, Ohio

## SPRINGFIELD, OHIO

THE  
**Citizens Transfer  
 and Storage Co.**

LOWRY AVE. AND BIG FOUR R. R.  
 SPRINGFIELD, OHIO

We have the facilities, equipment and experience to render what you desire.

## SERVICE

## STORAGE OF

*Merchandise and Household Goods  
 Forwarders and Distributors  
 Motor Truck Service*

W. A. HANCE

W. P. BYERMAN

Private siding on C. C. C. St. L. R. R.

## TOLEDO, OHIO

## MANOR STORAGE CO.

516-530 Sumner Street  
 TOLEDO, OHIO

MERCHANDISE DISTRIBUTION  
 HOUSEHOLD GOODS STORAGE

## TOLEDO, OHIO

LET RATHBUN DO IT!

## THE RATHBUN CARTAGE CO.

195-197 So. St. Clair St., Toledo, O.

A GOOD PLACE TO STORE GOOD GOODS  
 HOUSEHOLD GOODS AND MERCHANDISE

*We have any kind of a rig up to 20 ton capacity.*

## TOLEDO, OHIO

THE TOLEDO  
 MERCHANTS' DELIVERY COMPANY

215 SO. ST. CLAIR ST.  
 AUTO SERVICE—FIREPROOF STORAGE  
 Local and long distance hauling

Household Goods and Automobiles Moved, Packed, Shipped and Stored. Safes, Boilers, Machinery and Smokestacks Moved.

100% SERVICE  
 Reference: Second National Bank, or any bank in Toledo

## TOLEDO, OHIO

## The Toledo Terminal Warehouse Co.

928-930 GEORGE STREET  
 TOLEDO, OHIO

STORAGE OF MERCHANDISE  
 Special Attention to Pool Car Distribution

## SPRINGFIELD, OHIO

Bill All Shipments for Springfield, Ohio, to

**WAGNER  
 FIREPROOF STORAGE & TRUCK CO.**

Siding on Pennsylvania Lines

Complete Facilities for Distribution of Pool Car Shipments  
 Moving—Packing—Shipping—Storing  
 Household Goods and Merchandise

## TOLEDO, OHIO

DREW DOES IT

## H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.  
 Moving, packing, Crating and Shipping.

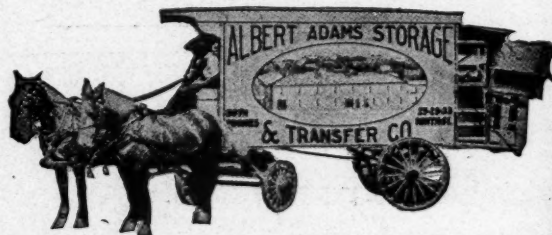
439 Huron St., Toledo, Ohio

## ZANESVILLE, OHIO

(ALBERT ADAMS  
 STORAGE AND TRANSFER CO.

25-29-33 Ninth St.

Merchandise and Household Goods  
 Manufacturers' Distributors Carload Distribution  
 50,000 Square Feet of Floor Space



## TOLEDO, OHIO

THE GENERAL  
 FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: Illinois Furniture Warehouse Association  
 American Warehouse Association

## CLINTON, OKLA.

CHURCH WAREHOUSE & TRANSFER CO., Clinton, Okla.  
 DISTRIBUTORS FOR WESTERN OKLAHOMA  
 Junction point St. L. & S. F., C. R. I. & P., K. C. M. & O., C. & O. W. Railroads.

Only Brick Warehouse in Western Oklahoma  
 Storage and distribution of Merchandise and Pool Cars given special attention.

Member American Warehousemen's Association

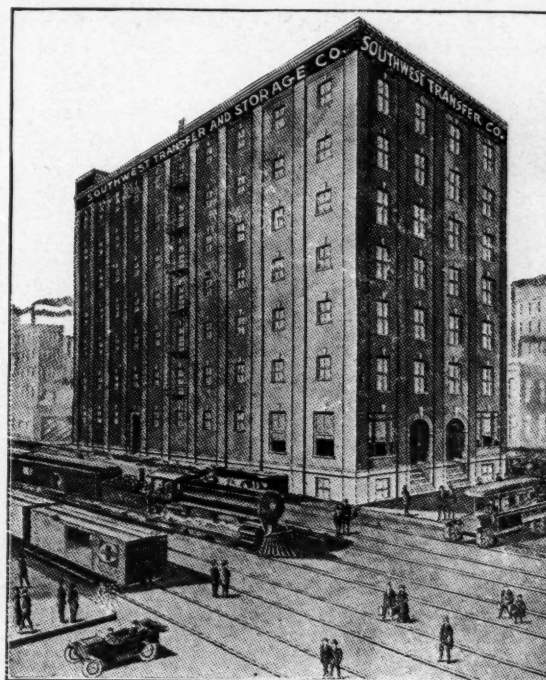
## OKLAHOMA CITY, OKLA.

## Merchants Southwest Transfer & Storage Company

FIREPROOF  
STORAGE, MOVING  
PACKING, SHIPPING  
L. C. L. & Carload Distribution

### IT CAN BE DONE BY US

You should avail yourselves of our excellent facilities and modern equipment. We are at your service and welcome an opportunity to demonstrate our ability in giving efficient and satisfactory results.



## Merchants Southwest Transfer & Storage Company

1-3-5 East Grand

Oklahoma City, Oklahoma

## MUSKOGEE, OKLA.

## Muskogee Transfer & Storage Co.

2—Fireproof Warehouses

Merchandise and Household Goods  
Stored—Pool Cars Distributed  
Railroad Siding.

## OKLAHOMA CITY, OKLA.

Fireproof  
Warehouses for  
Household  
Goods and  
Merchandise.

Members of I.F.W.A.,  
New York, American  
Chain, Central, South-  
ern, Pacific Coast  
Warehousemen's Asso-  
ciation.



## O.K. TRANSFER & STORAGE CO.

A. C. WEICKER, President

## OKLAHOMA CITY, OKLA.

## RELIABLE STORAGE & TRANSFER COMPANY(Not Inc.)

SIG. GOLDSTEIN, Prop. &amp; Mgr.

STORAGE—DISTRIBUTORS—FORWARDERS

MERCHANDISE and HOUSEHOLD GOODS  
MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
PRIVATE SIDING—ALL RAILROADS  
Member A. W. A.

## PORTLAND, ORE.

## General Warehousing Storage - Distribution Portland Oregon



*Logical distributing point  
of the  
Pacific Northwest Territory*

## PORTLAND, ORE.

## OREGON AUTO DESPATCH

Office and Warehouse

200 North 13th St.

### DRAYAGE AND STORAGE

Distribution Cars a Specialty  
Free Switching From All Railroads

The Men Who Distribute

## Root Bee Supplies

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## PORTLAND, ORE.

*Mr. Traffic Manager:*

Did you ever compare  
the cost of cheap stor-  
age and distribution  
rates plus indifferent  
service with FAIR stor-  
age and distribution  
rates plus REAL ser-  
vice?

## OREGON TRANSFER COMPANY

474 Glisan Street

PORTLAND

OREGON

## ERIE, PA.

## ERIE

## STORAGE &amp; CARTING COMPANY

1502 Sassafras Street

Members of A. W. A.,  
I. F. W. A., N. Y. F. W. A.,  
Am. Chain &  
Rotary Club



Warehouse in the center of  
the city, with trackage from  
N. Y. Central Lines and  
switching to all other lines.  
Unexcelled facilities for han-  
dling shipments of household  
goods and merchandise.  
Branch house service for  
manufacturers.

## ERIE, PA.

## ERIE WAREHOUSE COMPANY

A Complete and Efficient Service  
Mercantile Storage  
Pool Car Distribution

CENTRAL LOCATION

AMPLE WAREHOUSE AND

TEAM TRACKAGE

OUR OWN MOTOR TRUCK FLEET

## ALLENTOWN, PA.

## Hummel Warehouse Company

728-40 N. 15th Street

Pool Car Distribution and Forwarding.  
Transfer. Storage. Railroad Siding.

• Mark all shipments Lehigh Valley R. R. Delivery.

## BUTLER, PA.

## BUTLER TRANSFER COMPANY

"Our Business is Moving"

Household Goods and Commercial Storage.

Distributors—P. R. R. Siding—Car loads a specialty.

## CHESTER, PA.

Headley's  
Express & Storage Co., Inc.

General Storage  
Merchandise and Household Goods  
Moving, Packing and Shipping

The Men Who Distribute

## Konstructo Toys

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ERIE, PA.

## LAKE AND RAIL



Our downtown warehouse is a modern build-  
ing, fireproofed, commodious, and located in  
the heart of Erie's wholesale district, read-  
ily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on  
the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie  
Warehouses the logical place and means for rapid, convenient,  
profitable distribution by discriminating shippers.

See page 2, this issue.

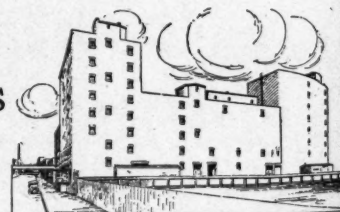
Fort Erie Warehouses & Docks  
Erie, Pa.

J. M. Dunkle, Resident Manager

## HARRISBURG, PA.

## POOL CARS

Efficiently Handled



Merchandise and Household Goods Storage

## HARRISBURG STORAGE CO.

P. R. R. Sidings.

HARRISBURG, PA.

## HARRISBURG, PA.

## The Heart of Distribution



Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities. See page 2 of this issue.

## Keystone Warehouse Harrisburg, Pa.

W. C. Wirth, Resident Manager

## HARRISBURG, PA.

## MONTGOMERY & CO. STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities

Pool Car Distribution

Members A. W. A. and American Chain of Warehouses

## LANCASTER, PA.

## KEYSTONE STORAGE COMPANY

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

## LANCASTER, PA.

## Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

## OIL CITY, PA.

## CARNAHAN TRANSFER & STORAGE COMPANY

R. C. LAY, Proprietor

Piano Moving a Specialty

Distributing and Forwarding Agents; Packing  
Fireproof Warehouse

## PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

## HILDENBRAND BROS.

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

## PHILADELPHIA, PA.



Our large fleet of motor trucks enables us to render quick and efficient service to your patrons.

We are accessible to all depots and suburbs of our city. Our warehouses are within two blocks of North Philadelphia Station of the Pennsylvania Railroad and the 12th and York Streets Station of the Philadelphia & Reading or the Baltimore & Ohio. Private siding at our Branch Warehouse, West Philadelphia. Consign goods Angora, Pa. (Penna. System.)

Collections through our office will assure prompt returns.

*Fireproof and Non-Fireproof Warehouses*

## Miller North Broad Storage Co.

2709-2721 North Broad Street

## PHILADELPHIA, PA.

WHERE SERVICE SURROUNDS AND  
SAFETY ABOUNDS



North Philadelphia Storage Co.

2033 Lehigh Ave.

## PHILADELPHIA, PA.

## Penn Storage & Van Co.

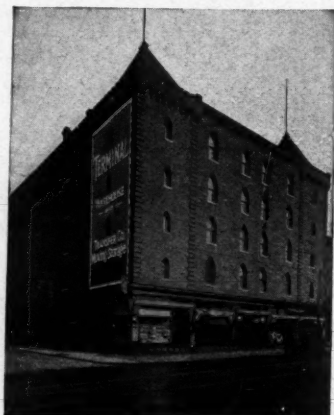
2136 MARKET STREET

If Your City Isn't  
Represented Here

Put it on the shippers' map by  
inserting your card in this space.



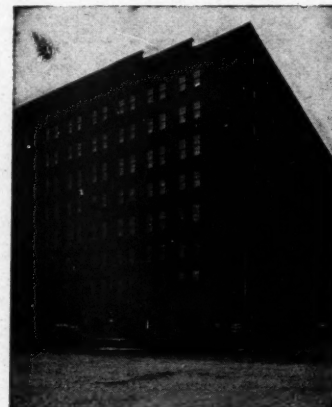
PHILADELPHIA, PA.



Columbia Avenue Warehouse  
1511-1519  
Household Goods Exclusively  
Motor Equipment  
Moving—Packing—Shipping

## TERMINAL WAREHOUSE AND TRANSFER CO.

Green Street and  
Delaware Avenue  
PHILADELPHIA



Delaware Ave. and Green St.  
Warehouse  
Water Front  
Pool Car Shipments  
Manufacturers' Distributing

9 Warehouses—16 Acres of Floor Space—Trackage Facilities  
for 17 Cars

Large Organization. Competent Office Warehouse Staff

Members American Warehousemen's Association—American Chain of Warehouses

PHILADELPHIA, PA.

## Philadelphia LOGISTICS

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

PHILADELPHIA, PA.



MANUFACTURERS'  
DISTRIBUTORS

Direct delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

Address

Office—5th and Byron Streets  
CAMDEN, N. J.

PITTSBURGH, PA.

In  
PITTSBURGH

It's

## BLANK'S Transfer & Storage Co.

Since 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

## PITTSBURGH, PA.

**Duquesne's Offer:  
Certain Satisfaction**

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety. See page 2 of this issue.

## Duquesne Warehouse Co. Pittsburg, Pa.

H. A. Bietenduefel, Superintendent.

## PITTSBURGH, PA.

## HASLEY BROTHERS TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

## PITTSBURGH, PA.

## SERVICE TO THE CORRESPONDENT



CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station, (Pittsburgh, Pa.)

Established 1889

## HAUGH & KEENAN STORAGE AND TRANSFER CO.

CENTRE AND EUCLID AVENUES

## PITTSBURGH, PA.

## Interstate Trucking Company

Twenty-Fifth St. & A.V.R.R. 1, 2, 3½ and 5 ton trucks  
GENERAL HAULING ON HOURLY OR TONNAGE BASIS  
Carload Freight and Long Distance Hauling  
Experienced Men—Good Equipment Call on Us—Save Time and Money  
Trucking Agents for  
Pennsylvania Transfer and Storage Company

## PITTSBURGH, PA.

# MURDOCH

## STORAGE & TRANSFER COMPANY

General Office, and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilkensburg, Pa.

Murdoch Means Service

## PITTSBURGH, PA.

## J. O'NEIL EXPRESS & STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty. General Hauling.

NEW FIREPROOF STORAGE HOUSE  
Separate Rooms

## PITTSBURGH, PA.

## SHIP YOUR CARS TO US FOR DISTRIBUTION

# Pool Cars

Received, Checked, Distributed.  
Reshipped in Less Than Car Lots.

## Pittsburgh Distributing Co.

601 Empire Building  
Pittsburg, Pa.

ESTABLISHED 1910

## PITTSBURGH, PA.

## WEBER EXPRESS & STORAGE COMPANY

GENERAL HAULING

Moving, Packing and Storing of Furniture and Pianos

4620 HENRY STREET

The Men Who Distribute

## Union Matches

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men who Distribute

## "Jello"

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index.



## PITTSBURGH, PA.

## SHANAHAH

### Transfer & Storage Company

Established 1865



CONSIGN PITTSBURGH SHIPMENTS  
IMMEDIATE RETURNS ON RECEIPT OF BILL OF LADING  
FIREPROOF STORAGE FOR HOUSEHOLD GOODS ONLY  
ALL SEPARATE APARTMENTS

5th Ave. at McKee Place, PITTSBURGH, PA.  
Center of City

## WILKES-BARRE, PA.

## "Same Day Service"

### MERCHANTS WAREHOUSING COMPANY

OF

Wilkes-Barre, Penna.

Warehousing, Transferring and Forwarding.  
Fireproof Warehouses and Competent Staff.  
Merchandise Storage and Pool cars checked.  
Located in the Hub of the wholesale district.  
Trackage facilities for 10 cars on L. V. and C. R. R. of N. J. sidings.  
Directly opposite Pennsylvania, Lehigh Valley, C. R. R. of N. J., D. & H. freight stations.  
Manufacturers' Distributors with facilities to handle large consignments.

Offices: 150-156 E. Northampton Street

## PROVIDENCE, R. I.

JAMES LE ROY FOSTER, Pres.

WALDEN WYMAN, Mgr.

Rhode Island's Only Fireproof Warehouse

## BROADWAY STORAGE CO.

Packing and Merchandise Distributors

Merrill & Federal Streets, Providence, R. I.

## PROVIDENCE, R. I.

## CADY MOVING & STORAGE CO.

STORAGE WAREHOUSES

Household Furniture and Pianos

Packing, Crating and Shipping.

62 to 70 Dudley Street.

## READING, PA.

## Columbian Warehouse Company

Storage, New Merchandise Exclusively.

Modern Building, Lowest Insurance Rates.

S. W. Cor. 5th &amp; Laurel Sts.

## SCRANTON, PA.



Local & Long Distance Hauling  
Manufacturers' Distributors—  
Carload Distributors—  
R. F. POST ESTATE

## SCRANTON, PA.

Established 1894.

"He Profits Most Who Serves Best"  
(Rotary)

## The Quackenbush Warehouse Co.

Incorporated

Warehousing of every description. Storing, Packing,  
Carting, Shipping. R.R. Siding. Manufacturers  
Distributors.

Correspondence Solicited

Scranton, Pa.

# The Shippers Index

appearing in each issue of

## Distribution & Warehousing

is the meeting place of those who  
need and are looking for warehouse  
facilities and those who can supply  
them.

## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

Allen Avenue, Foot of Oxford Street on Providence River  
**PROVIDENCE, RHODE ISLAND, U. S. A.**

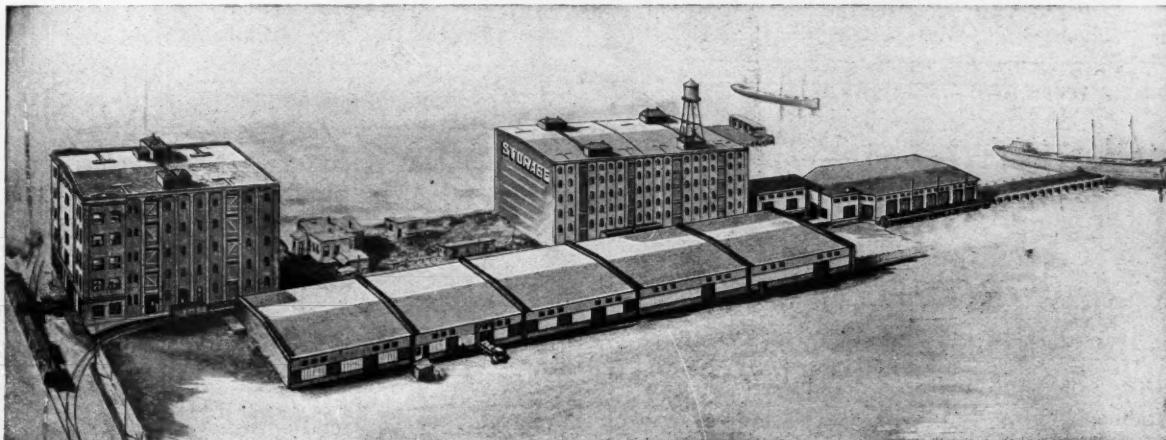
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.  
 Treasurer & General Mgr.

WM. A. MILLSPAUGH  
 Secretary

H. E. LEAVER  
 Superintendent



## CHARLESTON, S. C.

**CHARLESTON**  
**Warehouse & Forwarding Co.**  
 CHARLESTON, S. C.

New three story reinforced concrete building, 100,000 square feet floor space.

Merchandise storage and distribution of pool cars. Private tracks connecting with A.C.L., Southern, C.&W.C. and S.A.L. Rys. and all steamship lines.

## CHATTANOOGA, TENN.

**THE CHATTANOOGA**  
**TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

## ABERDEEN, S. D.

**Aberdeen Storage Company**  
 Aberdeen, S. D.  
 Storage and Distributors  
 Pool Cars Solicited

## CHATTANOOGA, TENN.

**CHATTANOOGA**  
**Warehouse & Cold Storage Company**

Chattanooga, Tennessee

MEMBERS: A. W. A. AND AMERICAN CHAIN

Cold and General Storage

GENERAL MERCHANDISE AND HOUSEHOLD  
 GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

Fireproof Building. On Tracks N. C. & ST. L. and  
 W. & A. Railroads Within One Block of All Freight  
 Depots

Consign Your Goods in Our Care

## WATERTOWN, S. D.

**FIREPROOF** **BONDED**  
**DAKOTA WAREHOUSE CO.**

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks



**KNOXVILLE, TENN.**

**C. C. SULLINS, Sales Agent**  
Warehousing, Distributing and Selling  
POOL CARS A SPECIALTY  
KNOXVILLE, TENNESSEE

**NASHVILLE, TENN.**

**E. M. BOND**  
**FIREPROOF STORAGE CO.**  
HOUSEHOLD GOODS AND MERCHANDISE  
Modern Fireproof Building  
Private Siding With All Rail Connections.

**BEAUMONT, TEXAS**

**The Heisig Storage  
Company**  
**BONDED**  
**BEAUMONT, TEXAS**

Brick building well ventilated and equipped with  
Automatic Fire Sprinklers. STORAGE, FOR-  
WARDING and DISTRIBUTING.

**DALLAS, TEXAS**

**Dallas Storage &  
Warehouse Co.**

Send your Dallas shipments in  
our care.

We will protect your interests  
and satisfy your customer.

We give special attention to  
pool car distribution and solid  
car consignments.

60,000 square feet of fireproof  
storage space.

Motor trucks and team equip-  
ment.

Private siding for all railroad  
connections.

**"We Help Ourselves by Helping  
Others"**

**DALLAS, TEXAS****CARLOAD DISTRIBUTION & STORAGE**

Merchandise and Household Goods

**The Inter-State  
Forwarding Co.**

Cor. Elm & Jefferson St.  
The Center of the Wholesale District

120,000 Sq. Ft.  
on T. & P. R. R. Capacity Unloading 12  
Cars Per Day.

Maintains an organization for service in all  
branches of Warehousing and Distribution

**W. I. FORD and R. E. EAGON**  
Associate Managers

**EL PASO, TEXAS**

**El Paso Fireproof Storage Co., Inc.**  
Established 1911



75,000 Sq. Ft.—Fireproof—Bonded

**STORAGE**  
and  
**DISTRIBUTION**  
Merchandise and Household Goods

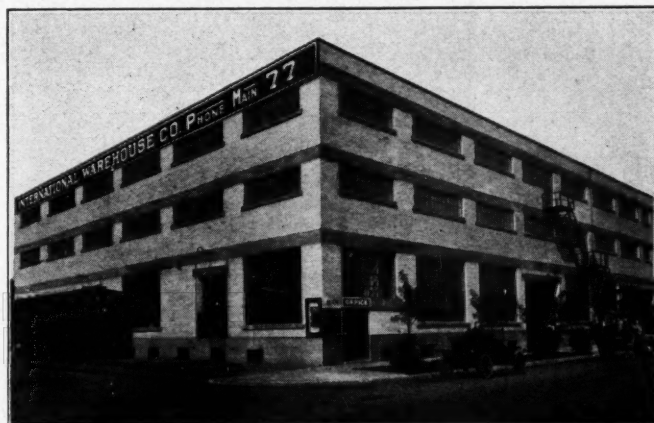
Our Warehouse is in the Center  
of the Jobbing and Business District.

"Service Guaranteed"

**Campbell and Mills Sts. El Paso, Texas**  
Two Blocks East of Post Office  
Members of the National Furniture Warehousemen's Association

## EL PASO, TEXAS

Receiving  
Storage  
and  
Distribution  
of  
Merchandise



Packing  
Crating  
Shipping  
of  
Household  
Goods

60,000 Sq. Ft. Absolutely Fireproof Space for Merchandise Only.  
Twelve Other Warehouses for Household Goods, Etc.

## MAKE OUR WAREHOUSE YOUR BRANCH HOUSE

### —BECAUSE—

NO SWITCHING CHARGES  
WE ARE BANKERS OF MERCHANDISE  
WE HAVE THE LOWEST INSURANCE RATES IN EL PASO  
WE HAVE A THOROUGH WAREHOUSE ORGANIZATION  
WE GIVE ALL SHIPMENTS OUR PROMPT AND CAREFUL ATTENTION  
EL PASO IS THE METROPOLIS OF THE GREAT SOUTHWEST AND THE GATEWAY TO MEXICO

## INTERNATIONAL WAREHOUSE CO.

Member of Central Warehousemen's Club; also N. F. W. A. & A. W. A.; also Texas

## EL PASO, TEXAS

### R. L. Daniel Storage Co.

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.

Member, National Furniture Warehousemen's Assn.

## EL PASO, TEXAS

## FOR SERVICE

### Odom's Transfer & Storage Co.

FIREPROOF AND SEMI-FIREPROOF STORAGE  
WITH TRUCKAGE MODERN EQUIPMENT

MERCHANDISE—HOUSEHOLD GOODS—AUTOMOBILES  
WAREHOUSING—FORWARDING—DISTRIBUTING—PACKING  
LIGHT AND HEAVY HAULING

The Men Who Distribute

### Cook's Linoleum

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

The Men Who Distribute

### Tropical Paint

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## FORT WORTH, TEXAS

## *In Fort Worth — It's Binyon-O'Keefe*

—with three warehouses—a total of 250,000 square feet of floor space—modern methods and equipment, all of which is backed up with experience gained in a business record of almost a half century—naturally, in Fort Worth —It's Binyon-O'Keefe.

We have nothing to sell but our service and offer it to you on the basis that it's the best obtainable.

## BINYON-O'KEEFE

FIREPROOF STORAGE CO.

Fort Worth — Houston — Galveston

Members American Warehousemen's Association and National Furniture Warehousemen's Association.





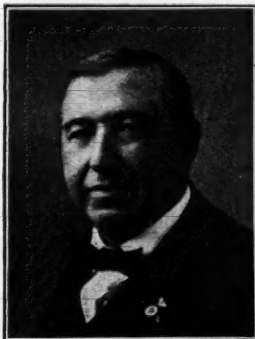
## HOUSTON, TEXAS

When Shipping to  
Houston, Texas

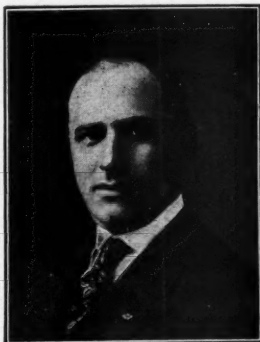
Remember  
**Westheimer  
Service**

As Established  
38 Years Ago

*It cannot be  
improved upon.*



S. J. WESTHEIMER  
President



BENJ. S. HURWITZ  
Vice-President



J. L. ARONSON  
Secretary-Treasurer

## SAN ANTONIO, TEXAS



## Two Large Fireproof Warehouses

With Lowest Insurance Rates  
Capacity 1,250,000 cu. ft.

Members four leading associations.

### GENERAL WAREHOUSING AND DISTRIBUTION

*Write for freight tariff to all  
points in San Antonio territory.*

**SCOBEY FIREPROOF STORAGE COMPANY**  
San Antonio, Texas

## SAN ANTONIO, TEXAS

Established 1880

FREIGHT

AUTO SERVICE

STORAGE

**OFFICIAL DISTRIBUTORS  
MERCHANTS' TRANSFER CO.**

SAFETY

COURTESY

SERVICE

## SAN ANTONIO, TEXAS

## Muegge-Jenull Storage Co.

Distributors Pool Cars for Texas and Mexico

General Storage

Bonded Fireproof, Reliable, Dependable Service

## TEXARKANA, TEXAS

## HUNTER TRANSFER CO.

TEXARKANA, TEXAS

STORAGE

TRUCKING

DISTRIBUTORS

MOVING

## WACO, TEXAS

## MASON

### TRANSFER & STORAGE COMPANY

217-219 JACKSON STREET

Merchandise Storage, Forwarders & Distribution Truck-  
ing of all kinds. Warehouse on track. 7 Denby Trucks

## WACO, TEXAS

The Heart of Texas

## Weatherred Transfer and Storage Co., Inc.

Members—A. W. A., N. F. W. A., Am. Ch., Tex. W.  
and Ft. M. A. and Rotary Club

Our modern warehouse covers one city block,  
with trackage on I. & G. N., G. C. & S. F. and  
St. L. & S. W. Rys.

Equipped to give the very best service on Storing  
and Distributing Merchandise.

Modern equipment for handling Household Goods.

## SALT LAKE CITY, UTAH

Members { American Warehousemen's Association  
Central Warehousemen's Club

## Jennings-Cornwall

Warehouse Company

Merchandise storage and distribution. Track connec-  
tions and free switching with all railroads. Modern  
fireproof building. Insurance rate only 18 cents.  
Motor delivery service.

Our long experience in the storage and distribution  
of manufactured articles, together with our modern  
building and equipment, fits us to give you the very  
best service in the handling of your account. Cor-  
respondence solicited.



## NORFOLK, VA.

**We Store—Forward—Reconsign**

*Modern Fireproof Storage Facilities*

**Jones & Company, Inc.**

GENERAL OFFICES:

317-318-319-320-321 National Bank of Commerce Bldg.  
NORFOLK, VA.

NORFOLK, VA.  
PORTSMOUTH, VA.

# The Seaboard Wharf & Warehouse Co., Inc.

General Offices: 622 Dickson Bldg.,  
Norfolk

**Wharves and Warehouses: Portsmouth**

*For Prompt, Efficient Service in  
Loading and Discharging Cargoes,  
Weighing, Packing and  
Forwarding—*

**Brick Storage Warehouses  
Modern Dock Facilities  
Four Side Tracks**

*Members—American Warehousemen's Association, Norfolk  
Warehousemen's Association, Hampton Roads Maritime  
Exchange.*

## PETERSBURG, VA.

**PACKERS—MOVERS—SHIPPERS**

**Special Attention to Pool Cars**

## Storage Warehouses

**Motor Trucks and Teams**

**GRESHAM & WARE, Inc.**

PETERSBURG, VA.  
HOPEWELL, VA.

Distributing and Forwarding

**POOL CARS**

Furniture stored and crated

**SOUTHERN BONDED WAREHOUSE CORP.**

## SEATTLE, WASH.

**TAYLOR  EDWARDS**

TRANSFER CO.

SEATTLE

WASH.

## Merchandise Distributors

DISTRIBUTION CARS.  
Delivered, Forwarded or  
Stored.

RAILROAD CONNECTIONS.

**FIREPROOF STORAGE**

POOL CARS.

Furniture Packed, Shipped  
or Stored.

ASSOCIATION MEMBERS.

ESTABLISHED 1905

**LOW INSURANCE**

## SEATTLE, WASH.

*You  
must be  
Satisfied*

**I**MEDIATELY we receive advice from you of the forwarding of a shipment in our care, your interests then become our interests. From that time until final delivery is made to your customer everything possible is done by us to see that you are given no cause for worry or anxiety.

**SATISFACTION** is the unwritten word over every door in our warehouse. It becomes your portion when your goods pass through those doors.

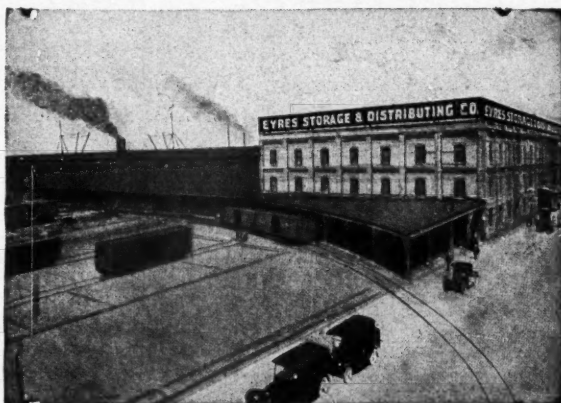
There is no alternative for us—nothing less will do. *You must be satisfied.*

*Regardless of what your particular warehouse or distribution problem may be we are prepared to handle it the "better" way. And in the doing of it there will always be a smile.*

**JORDAN**  
STORAGE & DISTRIBUTION CO.  
*Better Warehousemen*  
SEATTLE

**SATISFACTION—not merely Service**

## SEATTLE, WASH.

**EYRES STORAGE and DISTRIBUTING CO.**

Established 1889  
Incorporated 1904  
Free & Bonded

**Warehouses**  
Seattle, Wash.



GENERAL MERCHANDISE STORAGE  
MACHINERY STORAGE  
HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTIONS  
OPERATING 30 TEAMS, 24 AUTOS  
SERVICE OUR MOTTO

## SEATTLE, WASH.

**UNITED WAREHOUSE CO.  
SEATTLE, WASH.**

Established 1895

GENERAL STORAGE AND DISTRIBUTING  
U. S. CUSTOMS BONDED STORAGE  
RAIL CONNECTION WITH ALL ROADS

## TACOMA, WASH.

**PACIFIC STORAGE and  
TRANSFER CO., Inc.**

Merchandise and Furniture Storage

Distributors and Forwarders

Merchandise and Furniture



SEND YOUR POOL CARS IN OUR CARE  
Auto Truck and Transfer Service

N. P. RY. SIDE TRACKS  
BROADWAY AND 17th STREET

## YAKIMA, WASH.

**MILLER TRANSFER &  
STORAGE CO.**

Successors to MILLER & LENINGTON

DISTRIBUTORS and FORWARDERS

PACKERS and SHIPPERS

**TRANSFER-STORAGE  
WAREHOUSING**

Bonded and Free Storage

Motor Trucks and Team  
Equipment for All and  
Every Kind of Hauling

SHIP IN OUR CARE  
and let us be "At your  
service with best of serv-  
ice"

Office: 10 East A Street Sidney Hotel Bldg.  
'Phone 571

Warehouse: 228 South 1st Street

Automobile and Truck Storage

## TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 20 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business

## CHARLESTON, WEST VA.

**Mathews Storage Warehouses**

Merchandise Distribution—General Storage  
Brick and Concrete Warehouses—Railway Siding

Members: American Warehousemen's Ass'n  
Nat'l Furniture Warehousemen's Ass'n  
MOTOR TRUCK & TEAM SERVICE

The Men Who Distribute

**Buck's Stoves and Ranges**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## HUNTINGTON, W. VA.

## Traffic or Sales Managers

**T**HE main point in our organization is service to you and your customer.

We own every equipment necessary to the smallest detail to carry out your wishes and all these facilities are placed in action the minute we have your instructions—our own private siding cares for your carloads quickly and is served by all roads entering city.

You will make no mistake placing your distribution thru us in this coal-timber and agricultural territory, better known as a new Land of Milk and Honey.

Our clients are our references. We want you as one of our satisfied family.

## MAIER SALES &amp; STORAGE CO.

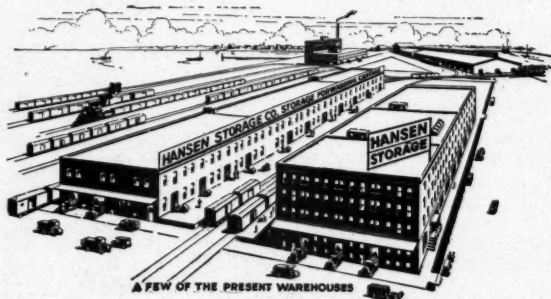
**Huntington** A city with 125 established plants. none ever left here to locate elsewhere. **W. Va.**

## MILWAUKEE, WIS.

## HANSEN STORAGE COMPANY

Capital \$1,000,000.00

MILWAUKEE, WISCONSIN



WE CAN SOLVE YOUR PROBLEMS IN  
STORAGE AND DISTRIBUTION  
OF MERCHANDISE

12 WAREHOUSES—50-CAR SIDE TRACK  
850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES,  
AMERICAN WAREHOUSEMEN'S ASSOCIATION,  
CENTRAL WAREHOUSEMEN'S CLUB.

## KENOSHA, WIS.

## DAVID NELSON

KENOSHA WISCONSIN

FIREPROOF STORAGE

Packers and Shippers of Household Goods  
We Reach All Suburban Points

51-71 VICTORIA STREET KENOSHA, WIS.

## OSHKOSH, WIS.

## OSHKOSH STORAGE CO.

701-703-705-707 So. Main Street

Best distributing point in Wisconsin.  
Free switching privileges on all railroads entering Oshkosh.

General merchandise and furniture storage.  
Forwarding and transferring a specialty.  
Competent help in office and warehouse.  
We can be used as a branch house at no extra expense.

We are at your service.

## REFERENCES:

The Old Commercial National Bank. Oshkosh Savings & Trust Co.,  
or any Mercantile House.

## MILWAUKEE, WIS.

## Lincoln Warehouse and Van Co.

226-228-230 Fourth Street

MILWAUKEE, WIS.

We remit upon receipt of bill of lading

## MILWAUKEE, WIS.

## For the Greatest Satisfaction

To both yourselves and your customers  
consign your Milwaukee shipments to

United Fire Proof  
Warehouse Co.

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.

The newest  
and best in  
Milwaukee.

## RACINE, WIS.

**RALPH LAWRENCE**

Racine, Wis.

**STORAGE WAREHOUSE**

MERCHANDISE AND MANUFACTURERS' PRODUCTS  
HOUSEHOLD GOODS STORED, PACKED  
AND SHIPPED

## EDMONTON, ALBERTA, CANADA

**Western Transfer & Storage, Ltd.**

Official Carters for  
C. N. R., C. P. R., E. D. & B. C., Central Canada Ry.  
A. & G. W. and G. T. P.

**CARTAGE DISTRIBUTION STORAGE**  
Corner 102d Avenue and 103d Street  
Edmonton, Alta.

Members of the Canadian Warehousemen's Association

## TORONTO, CANADA

Send Canadian Consignments to  
Howell, Toronto.

**The HOWELL WAREHOUSES Limited.**

General Mercantile Distributors

311 King St East. TORONTO. Phone Main 7580

Member American Warehousemen's Association, American  
Chain of Warehouses

## HAMILTON, CANADA

Quickest Delivery—Least Expense  
Distribute Canadian Consignments Through

**Hamilton Terminal Warehouses Ltd**

Hamilton, Ontario, where Freight Rates Break  
Private Siding, All Railroad Connections

The Men Who Distribute

**Bixby's Blacking**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## TORONTO, CANADA

**SPRINKLER  
PROTECTED**

**INSURANCE  
RATE 45c.**



**GENERAL MERCHANDISE DISTRIBUTORS  
AND WAREHOUSEMEN**

**STANDARD WAREHOUSING  
& MERCANTILE CO., LIMITED**

32 Front St., W. TORONTO L. J. Myers, Mgr.

## WINNIPEG, CANADA

**WINNIPEG**

Assembling and Distributing  
Centre for the

**CANADIAN WEST**

Our New Merchandise Warehouse—230 Princess Street

Sprinklered Building—  
Watchman Service  
**INSURANCE—  
THIRTY CENTS**

Our Own Delivery Equip-  
ment.

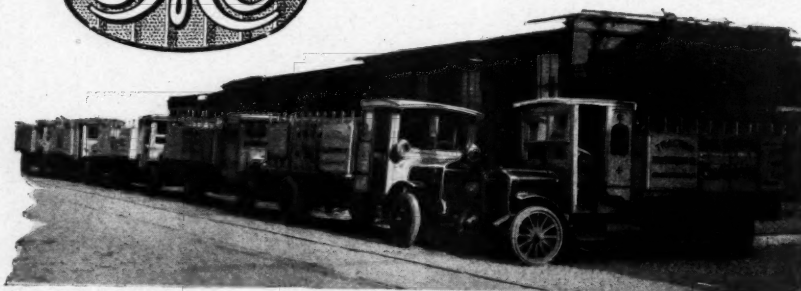
**TWENTY  
Motor Trucks  
and Teams**

Private Siding—Double  
Tracks.  
P—18—P—21.  
Daily Shipping Reports.  
Weekly Stock Reports.  
Prompt Correspondence.

**PERSONAL ATTEN-  
TION** by Shareholder  
Employees insures Service  
in every Department.



# General Motors Trucks



Fleet of GMC trucks operated by the Tractor Transportation Company, St. Louis, Mo.

## One GMC Gives Him Such Excellent Service That He Buys Four More

The first experience that Mr. H. C. Gonter, Manager of the Tractor Transportation Company, St. Louis, Mo., ever had with GMC trucks was back in 1918. It was then that he purchased a 3½ ton GMC which had already been in service for a number of years. At that time he was using several other makes of trucks.

However, the excellent service which this truck provided led him to purchase a new GMC the next year. Then the following year he bought still another. And last year he added two more GMC models to his equipment.

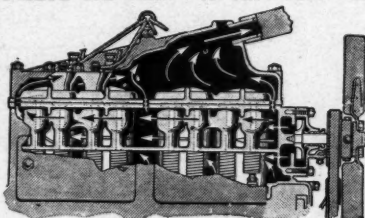
Today Mr. Gonter's fleet is comprised exclusively of GMC trucks. And notwithstanding the fact that these trucks are always subjected to at least 25 per cent overload and are in continuous use every hour of the day, they have always proved to be very economical to operate and capable of providing uninterrupted service under all traveling conditions.

### Built as Users Want Them

Many other transportation and warehouse companies, large and small, are using GMC trucks with the same successful results. For

GMC trucks not only embody in their design the most approved engineering practices, but every unit in their construction was considered as well from the standpoint of the actual user's needs.

What will it contribute to economy, dependability or convenience in actual service? Will it stand up well under the gruelling strain in continuous operation? Is it simple to care for? Is it easy to readjust or replace, so that the truck can be kept in continuous service?



GMC Pump and Thermo-Syphon Cooling System

Such questions as these—points that are and always will be, of vital importance to truck owners—were thoroughly determined before the final incorporation of any part. Consequently GMC trucks are built as users need and want them and are as a result many years in advance of general truck design.

In no other truck but the GMC will you find all these big economy effecting features, such as the Two-Range Transmission, Removable

Cylinder Sleeves, Pump and Thermo-Syphon Cooling Systems, Radius Rods, Removable Valve Lifter Assemblies, Pressure Lubrication and Instantaneous Governor—every one of which is indispensable to continuously satisfactory service.

### Better in Even the Smaller Details

Then, too, you will discover even in the smaller details the careful consideration for the man who will own or drive the truck. All GMC engines are equipped with a high tension, waterproof magneto. The ignition system is simple, practical with no complicated network of wires to get out of order and is entirely separate from the generating system. The GMC clutch is trouble-proof, requires no lubrication or adjustment. The brake rods and levers are so constructed that the brakes are interchangeable for either service or emergency purposes.

All models are equipped with electric lights and a large, powerful generator fitted with an automatic regulator. A starting motor is standard equipment on the one-ton model and can be easily applied to all other models as provision for its installation has been made. These are only a few of the many carefully planned features which translate themselves into a longer life of trouble-free service for the GMC owner.

Compare the GMC feature by feature and price for price with any other high grade truck and you will then appreciate the substantial and enduring value it affords and why so many moving companies are standardizing on GMC service.

### Know Your Trucking Costs

Only by knowing to a penny what it costs to operate your truck will you be able to realize the greatest returns on your investment.

We will be glad to send you a National Standard Motor Truck Cost System, adopted by the Truck Owners' Conference. No matter what make of truck you operate, this system will keep your daily costs for one year.

Just send us this coupon attached to your business letterhead. There is no other obligation to you.

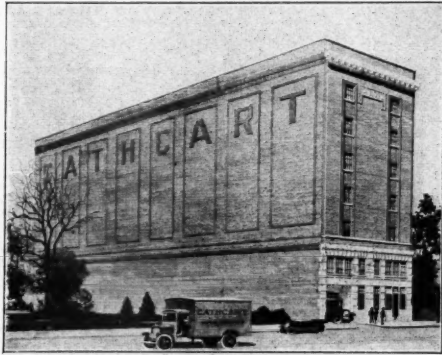
## GENERAL MOTORS TRUCK COMPANY

Division of General Motors Corporation

PONTIAC, MICHIGAN

Dealers and Service in Most Communities

# PROVIDING \$150,000 TO FINANCE A WAREHOUSE



*Cathcart Storage Warehouse, Atlanta, Ga.*

We have sold to our investors an issue of \$150,000 Miller First Mortgage Bonds to provide funds for the erection of the

## **Cathcart Storage Warehouse** ATLANTA, GA.

This structure will be the first fireproof building in Atlanta devoted exclusively to the storage of household goods. Mr. T. F. Cathcart, a director of the National Furniture Warehousemen's Association, is President of the Cathcart Van & Stor-

age Company, which has signed each bond and which will own and operate the Cathcart Storage Warehouse.

The building will be seven stories in height, containing a total of 55,000 square feet of floor space, of which 31,000 will be rentable.

Mr. Cathcart estimates the net annual earnings at about \$45,000. The total cost of the property is estimated at \$250,000. G. Lloyd Preacher & Co., Atlanta, designed the building, which will be constructed by Gude & Company of Atlanta. The contractors will furnish a 100% bond for completion of the building in the Fidelity & Deposit Company of Maryland.

The \$150,000 First Mortgage Bonds which we have underwritten run from 2 to 20 years and are sold at prices to yield 8%. Interest and principal will be met by monthly payments which the borrower will make out of earnings. A part of the bonds will be retired annually, beginning two years from the date of the loan.

## *This Is an Example of Miller Financing*

\* \* \*

To builders and property owners who wish to erect warehouses or other income producing buildings, we offer our services as financiers of construction. Through the sale of Miller First Mortgage Bonds to thousands of investors throughout the country, we have provided funds for the erection of apartments, hotels, warehouses, and other income-producing structures in numerous cities. Letters from borrowers express satisfaction with our methods.

Outline your proposals to us and we will gladly submit details of our plan.

**G. L. MILLER & CO.**  
INCORPORATED  
1006 Hurt Building Atlanta, Ga.

*"The South's Foremost Financiers of Building Construction"*





## ***Warehousemen and Ship Chandlers— Two Auction Sales That Open A Big Source of Supply for You***

These two sales offer unusually attractive buys in Manila Rope, Gas Engine Parts, Crow Bars, Hatchets, Warehouse Hardware and Ship Chandlers' stores. The detailed catalog of each sale, giving amounts, sizes, conditions, etc., of every article offered will be sent at your request. Send for them today.

The lists below give you a few "high lights" on commodities to be offered at these sales.

### **At Jeffersonville, Ind. May 9th, 1922**

Leggins.  
Rope, Manila, New.  
Whitman's Composition.  
Shoe Dubbing.  
Leather Preservative.  
Rottenstone.  
Mutton Tallow.  
Blowers.  
Cash Boxes.  
Countershaft Castings.  
Stewards' Supplies.  
Fire Shovels.  
Engineers Boards.  
Boilers.  
Iron Tanks, etc.

**Send  
for  
Both  
Catalogs**



### **At Chicago, Ill. May 11th, 1922**

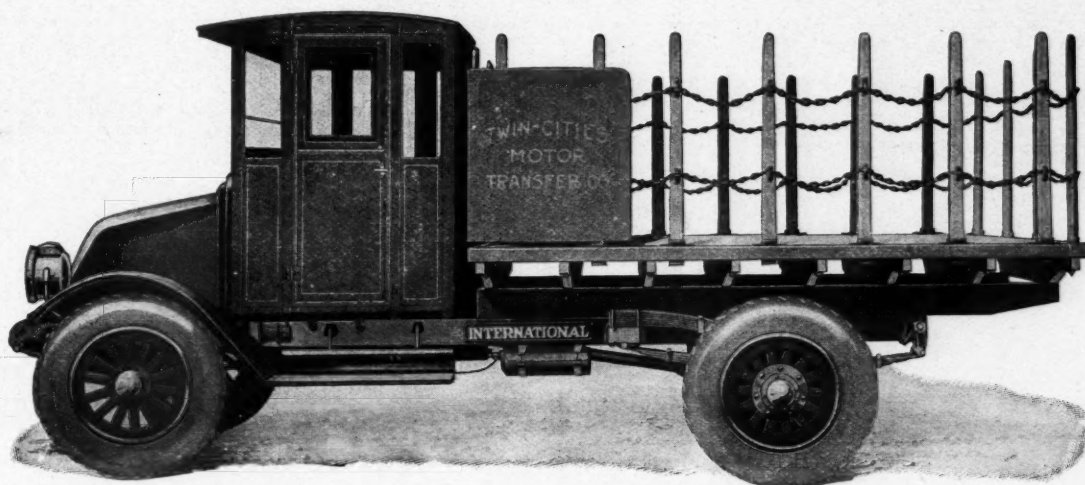
Black Oilcloth.  
Hard Bread.  
Safelight Lamps.  
DuPont Blasting Rheostats.  
Steel Bands 40 x 6.  
Wrecking Bars.  
Pinch Bars.  
Fixtures for Water Tanks.  
Hatchets, all sizes.  
Spring Locks.  
Manila Rope.  
Siren Whistles.  
Wool Toques.  
Files.  
Ponchos and Raincoats.  
Belt Awls.  
Wool Socks.  
Safety Razors.  
Cigarettes.  
Stewards' Supplies, etc.

There will also be offered a variety of Harness, Textiles, Miscellaneous, Hardware, etc., etc. The Government reserves the right to withdraw any lots offered. Descriptive catalogs will be mailed upon application to:

**Quartermaster Supply Officer**

**Q. M. Intermediate Depot, 1819 West Pershing Road, Chicago, Ill.**

# **WAR DEPARTMENT**



## At Their Prime in Transfer Service

*International*

Motor Trucks

### SIZES

Model S, Speed Truck

Model 21, 2,000 lbs.

Model 31, 3,000 lbs.

Model 41, 4,000 lbs.

Model 61, 6,000 lbs.

Model 101, 10,000 lbs.

For Low-Cost Hauling

Reputations in the transfer and storage business are built up around dependability and promptness—both of which are reliant largely upon the motor trucks employed. Many of the most successful companies, realizing this, have built firm foundations for their businesses by selecting Internationals.

Whether your requirements are for one or two trucks—or for a large fleet—you will do well to investigate the International line. It is complete, with models ranging from the Speed truck to the heavy-duty type of 10,000-lbs. capacity.

COMPLETE INFORMATION ON REQUEST

# INTERNATIONAL HARVESTER COMPANY

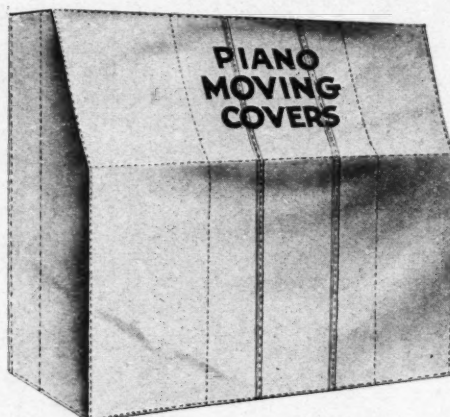
CHICAGO

OF AMERICA  
(INCORPORATED)

U S A

Branch Houses in 92 Principal Cities. Dealer's service stations everywhere.





## Fleece Lined Piano Moving Covers \$10.50 Each

*We Also Manufacture*

Furniture Loading Pads  
Table Top Covers  
Victrola Moving Covers  
Van Liner Pads  
Fancy Striped Linen Finish  
Storage Dust Covers  
Waterproof Auto Truck  
and Wagon Covers  
Burlap—Twine—Rope

*Get the Best*

### WM. A. IDEN CO.

564 Washington Blvd., Chicago, Ill.

*Write Us for Prices*

## BUSINESS PAPER ADVERTISING

*An Essential to Success*

**I**T may safely be said that Business Paper Advertising is the foundation upon which almost all successful General Advertising has been built. Important as the latter is to manufacturers in many lines, it is essential only to a comparative few, whereas Business Paper Advertising is essential to large success in almost every line.

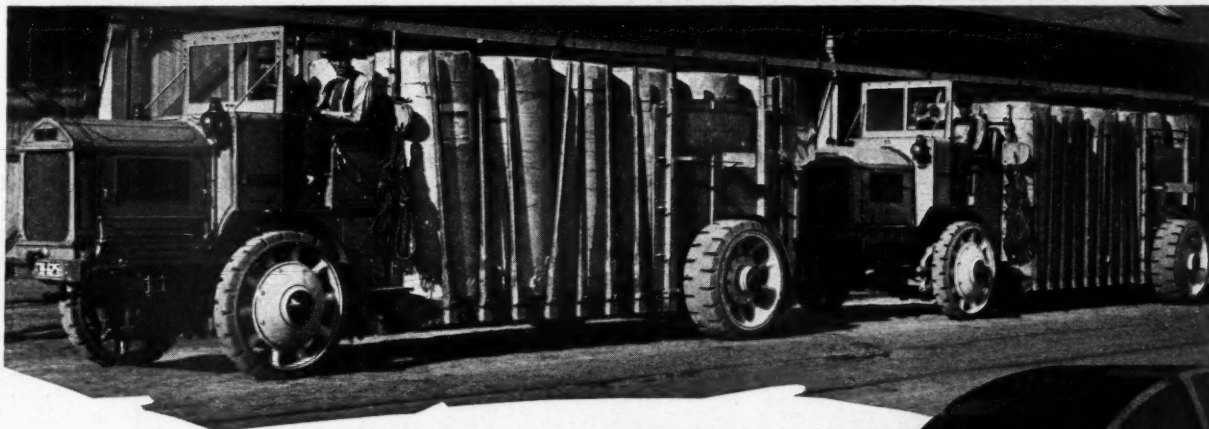
The power of Business Paper Advertising is almost unbelievable. Large businesses, whole industries in fact, have been built up without a line of advertising anywhere but in Business Papers. Almost every manufacturer of outstanding importance today grew from small beginnings. A great majority of these first learned of the business building power of publicity through advertising in the papers of their respective trades and industries. To this day they continue to maintain this class of advertising under any and all business conditions.

Selective in the character of its circulation, the Business Paper enables the advertiser to choose readers of any given class or occupation; makes it possible for him to talk to his "market" in its own language and upon the points in which it is interested.

A personal experience with Business Paper advertising covering a period of over twelve years has proven to me that the progressive men in any industry, profession or trade, from the biggest and most commanding figures down, read Business Papers.

W. L. RICKARD,  
*President Rickard & Co.*

Reprinted from Advertising and Selling



## Has twenty-three trucks on Caterpillars

The picture above shows two big MacDonald front wheel drive trucks owned and operated by the Emmons Draying and Safe Moving Co. of San Francisco. This firm has nine of these trucks and fourteen Federals running on Caterpillars and is equipping the balance of its fleet as fast as the old tires wear out.

The picture tells something of the kind of loads these tires have to haul and the service they are giving can be judged from a letter we recently received from Mr. W. F. McLeod, Vice-President and General Manager of this concern.

"For your information our Truck No. 75, one of our largest Tractors has completed fifteen months of service on Kelly Caterpillar Tires.

"The rear tires are good for another year and we have just replaced the front tires. You understand that these new Tractors drive from the front hence the extra wear on the front tires.

"We can highly recommend these Caterpillar Tires to anyone needing good equipment and are perfectly satisfied with the service they render us."

Wherever traction, power and brute ability to stand up under racking punishment are required, Caterpillar Tires have no competitors. They will take a truck anywhere the engines can pull it, with as heavy a load as the truck can carry—and do it at about half the cost of any other type of tire.

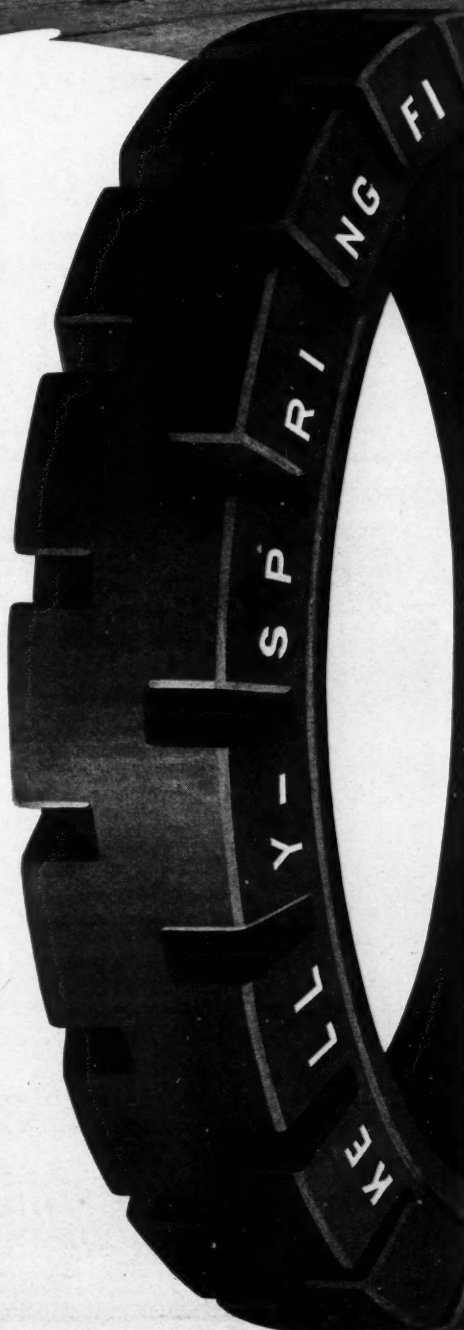
*Caterpillars are made in sizes suitable for trucks of every type and weight*

### Kelly-Springfield Tire Co.

GENERAL SALES DEPARTMENT

250 West 57th Street

NEW YORK, N. Y.





## WAREHOUSE EQUIPMENT

### WE MEET YOUR REQUIREMENTS

IN

Furniture Pads, Canvas Covers, Piano Covers (for shipping and storage), Tar-paulins, Truck, Wagon and Horse Covers, Talking Machine Covers. "Coverlin" Mattress Bags.

SAXOLIN Duplex is a flexible packing, wrapping and case-lining material. Better than burlap because it is Vermin-proof and Water-proof.

Write Us Your Requirements  
So We May Quote You Prices

#### The Cleveland-Akron Bag Company.

IMPORTERS  
OF  
BURLAP

PAPER, COTTON AND JUTE  
BAGS OF ALL KINDS

MAKERS  
OF  
PAPER

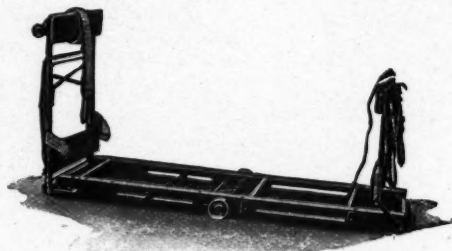
THE CHICAGO-DETROIT BAG CO  
COSHEN, IND.

BRANCHES  
BUFFALO BAG CO  
BUFFALO, N. Y.

MISSOURI VALLEY SACK CO  
ST. JOSEPH, MO.

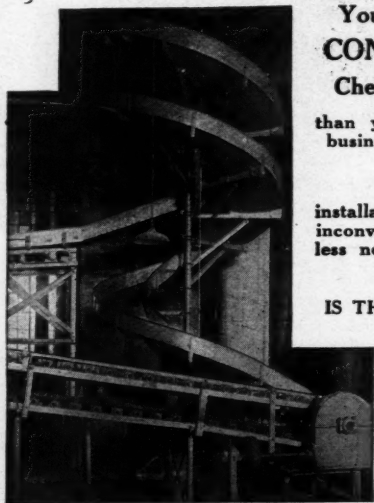
## A TRIUMPH is your BUCKEYE SILL PIANO TRUCK

says an owner of four of them



End Truck Covers  
Straps

Self-Lifting Piano Truck Co.  
Findlay, O.



You Can Buy  
CONVEYORS  
Cheaper NOW

than you will after  
business picks up.

ALSO

installation work will  
inconvenience you  
less now.

THIS  
IS THE TIME TO  
BUY

Owned by  
The Haslett  
Warehouse  
Co., of San  
Francisco,  
the develop-  
ment of  
handling

problems in our own fourteen general merchandise store-houses has enabled us to give practical advice to warehouse and terminal concerns. We are at your service.

Through long experience we have learned how to combine every form of merchandise conveyor so as to obtain the most practical results.

When no standard form of conveyor is adequate, we design special machines.

When you want information on conveyors, write us. We can help you.

#### THE HASLETT SPIRAL CHUTE CO.

Factory: 510-512 N. 51st St., Philadelphia, Pa.

New York: 110 West 34th St.

Cleveland: 917 Citizens Bldg.

Southern Office: 523 Calvert Bldg., Baltimore, Md.

Pacific Coast: 228 Pine St., San Francisco, Cal.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.,  
REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.  
OF DISTRIBUTION & WAREHOUSING, published monthly at New York, N. Y.,  
for April 1, 1922.  
STATE OF NEW YORK } ss.  
COUNTY OF NEW YORK }

Before me, a Notary Public in and for the State and county aforesaid, personally appeared E. M. Corey, who, having been duly sworn according to law, deposes and says that he is the Treasurer of the Class Journal Co., Publishers of DISTRIBUTION & WAREHOUSING, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, The Class Journal Company, 239 West 39th Street, New York; Editor, Kent B. Siles, 239 West 39th Street, New York; Managing Editor, David Beecroft, Hartdale, New York; Business Manager, Julian Chase, Tarrytown, New York.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.)

United Publishers Corporation, 239 West 39th Street, New York.  
Stockholders of United Publishers Corporation: Edmund D. Carey, Yonkers, N. Y.; Fritz J. Frank, Pleasantville, N. Y.; G. H. Griffiths, Montclair, N. J.; J. H. McGraw, Jr., 10th Avenue and 38th Street, New York; Elizabeth S. Mekeel, Montclair, N. J.; A. C. Pearson, Upper Montclair, N. J.; Chas. G. Phillips, Upper Montclair, N. J.; Chas. Swayne Phillips, Upper Montclair, N. J.; Jennie M. Phillips, Upper Montclair, N. J.; W. I. Ralph, 239 West 39th Street, New York; Charles T. Root, 2 West 67th Street, New York; Franklin T. Root, Bronxville, N. Y.; Olive Root, Bronxville, N. Y.; Winifred Root, 2 West 67th Street, New York; Elizabeth S. Root, 2 West 67th Street, New York; G. E. Sly, 239 West 39th Street, New York; Velma S. Stevens, 325 West End Avenue, New York; H. M. Swetland, Montclair, N. J.; M. J. Swetland, Trustee for Grace E. Swetland, Montclair, N. J.; W. H. Taylor, Upper Montclair, N. J.; C. K. Beidenkopf, 239 West 39th Street, New York; W. H. Lindsay, 239 West 39th Street, New York; E. B. Terhune, Boston, Mass.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (None).

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

E. M. COREY

Sworn to and subscribed before me this 20th day of March, 1922.

(Seal)

L. F. DAY

Notary Public, Queens Co. Clerk's No. 123. Certificate filed in New York Co. No. 62, New York County Register's No. 2023. Commission Expires March 30, 1922.

Form 3526.—Ed. 1916.

Binghamton

Electric



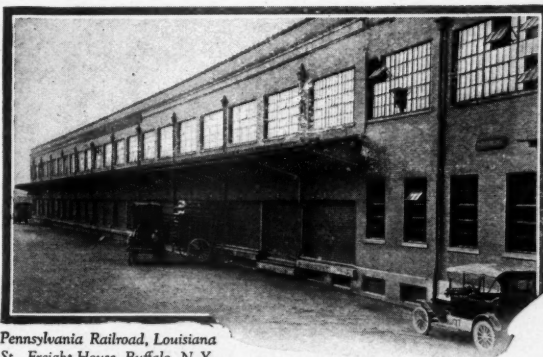
Truck Co.

INCORPORATED

Manufacturers of *Ideal* Industrial Trucks

Main Office and Works: Johnson City, N. Y.

Sales Offices:

New York  
SyracuseBoston  
PittsburghPhiladelphia  
ChicagoWashington  
St. LouisPennsylvania Railroad, Louisiana  
St., Freight House, Buffalo, N. Y.

WILSON

Standard for Forty-six Years

Rolling STEEL Doors

Labeled and Unlabeled

MAKE BUILDINGS FIREPROOF

Used in warehouses, freight and car sheds, and industrial plants everywhere. Overhead and out of the way. Easily operated and maintained.

Also Rolling WOOD Doors.

Details in Sweet's Catalogues.

THE J. G. WILSON CORPORATION  
GENERAL OFFICES, 10 EAST 36th ST., N. Y.

Branch Offices in Principal Cities

Storage — Moving

?

Complete the Triangle

Is your service complete? You move and store carpets and rugs. Why not clean them?

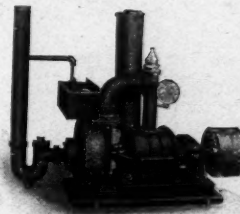
Carpet cleaning adds the finishing touch to the moving and storage business. The work can be done when your men aren't busy elsewhere and in any spare place in your warehouse.

Connersville equipment enables you to use the vacuum-shampoo process—the modern way of cleaning carpets. Write for full information.

LANDERS, FRARY &amp; CLARK

United Vacuum Appliance Division—Dept. I.  
CONNERSVILLE, IND.CONNERSVILLE  
CARPET CLEANING  
EQUIPMENT

Scrubbing Machine



Vacuum Cleaner



## "Reach" O. D. Khaki Van Pads Are Right

**Biggest Sizes—Smallest Prices**

*Write for our low prices*

**A. L. REACH TEXTILE CO.**

19 West 18th Street

New York City

## Highway Trailers

**Cost \$200 to \$500 Less  
than Average Trailers**

*All Types and Sizes*

**HIGHWAY TRAILER CO.**

Edgerton, Wis., U. S. A.



**ADVERTISE** now  
among your trade by  
using our leather special-  
ties, which create Friend-  
ship and Good Will.

Appropriate for Con-  
ventions, Banquets, Sou-  
venirs, etc.

Pocket-books, Bill-folds,  
Memo Cases, Key Cases,  
etc.

*Let us quote prices by mail.*

**The Beach Leather Company, Coshocton, O.**  
28 Years' Experience.

## G. W. Jones Lumber Co.

807 Lumber Exchange Building  
**CHICAGO**

Manufacturers of

**CRATING AND BOXING LUMBER OF ALL KINDS**

We refer you to the leading warehouses in  
Chicago as to the quality of stock we ship.

**Wholesale Prices**

**Stock Guaranteed**

## Handle 75% More at 1/2 Former Cost

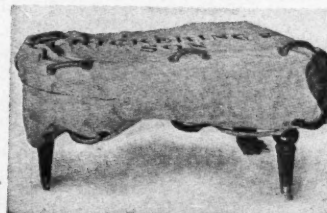
Many warehouses using Lakewood Tier-Lift Trucks have  
found that this combination load carrier and electric ele-  
vator enables them to handle 75% more at about 1/2 the  
former cost. Tier-Lifts will do the same for you. A new  
booklet, just off the press, will interest you.

*Send for a copy of "The Unbelievable 30%."*

**The Lakewood Engineering Co., Cleveland**

If You Move or Handle Pianos—  
Acquaint Yourself—by All Means—With

## The Breen Grand Piano Cover



"The Only One  
of Its Quality  
on the Market"

Send for cata-  
logue on Piano  
Movers' Sup-  
plies. We also  
make Water-  
proof Motor  
Truck and  
Wagon Covers.

**WM. H. BREEN**

219-231 Rutherford Ave., Charlestown, Mass.  
*It Can't Scratch If It's Properly Covered*

## VARIETY FIRE DOORS



Resist terrific temperatures, operate  
smoothly, cost little to install, and  
almost nothing to maintain. They  
are a big help when selling your  
space, and save quite a bit on in-  
surance premiums. Made in rolling,  
swinging and sliding types: sizes  
to fit any specification. We aid  
you to determine the doors best  
adapted to your needs, without  
charge. Send now for illustrated  
descriptions.

**Variety Fire Door Company**  
2958 Carroll Ave., Chicago, Ill.



**Lay Aside the Old Hand Saw**  
The Neal Handy Saw does the  
work of four men sawing by hand  
in a fraction of the time.

A portable saw; it operates by foot  
power, motor power, or both. Especially  
suitable in warehouses, packing rooms  
and factory shipping departments.  
A time and money saver for the warehouse  
business.

*Serviceable—Quick Operation—  
Convenient*

*Send for folder and prices.*

**NEAL HANDY  
SAW!**

**ARTHUR W. NEAL, Manager**  
7208 Euclid Ave., Cleveland, O.

Patents Pending

## BRUNS MADERITE Moving Pads and Covers

BRUNS MADERITE Moving pads and Phonograph covers will protect from damage during transit—all dirt, paper, twine and labor incident to packing will be eliminated.

We manufacture van pads, table pads, furniture moving pads, tarpaulins—in fact, anything you might need along this line. Tell us your requirements and let us quote you prices.

A. BRUNS & SONS

50 RALPH AVENUE

BROOKLYN, N. Y.

*Manufacturers of Everything Made of Canvas*

### The Eliminator of Time and Distance

Our experienced, practical conveying engineers will be glad to show you how INSTANT UNINTERRUPTED MERCHANDISE CONNECTION can be made from your upper to lower floors—in fact from any part of your building to the other.

A brief dictation to your stenographer will bring our representative to your desk. Act NOW.

# STANDARD

CONVEYORS

## INDOOR TRANSPORTATION SYSTEMS

STANDARD CONVEYOR CO., North St. Paul, Minn.

## A Word to Employers

Your employees will appreciate an opportunity to save part of their earnings according to a definite plan.

Two methods are available:

- (1) Postal Savings accounts may be opened for each employee in which amounts of \$1 or more may be deposited.
- (2) \$1 Treasury Savings Stamps may be purchased and inserted in the pay envelope each week in lieu of cash.

For \$20 thus saved he receives a  
TREASURY SAVINGS CERTIFICATE  
worth \$25 in five years.

*Help your workers get ahead by making the Government's Savings facilities available to them.*

*Your POSTMASTER will cooperate.*

### The U. S. Government Savings System

Second Federal Reserve District  
120 Broadway New York City



**SERVICE**  
*Steel Trunk Racks*

Here it is unnecessary to move half the trunks in the room to reach any certain one. Each bin takes two to four trunks or half a dozen bags. Each piece can be reached easily. No dents, scratches, or scuffs. Instant identification.

### During Vacation

Mrs. Patron will be glad to know that her Autumn clothing is available the instant she returns and in exactly the same condition she left it. Here is an item of service you should install immediately to be ready for the demand for trunk storage that always comes in early summer. The storer is sold the instant she sees the orderly, clean, accessible arrangement of trunks and handbags in

### Service Steel Trunk Racks

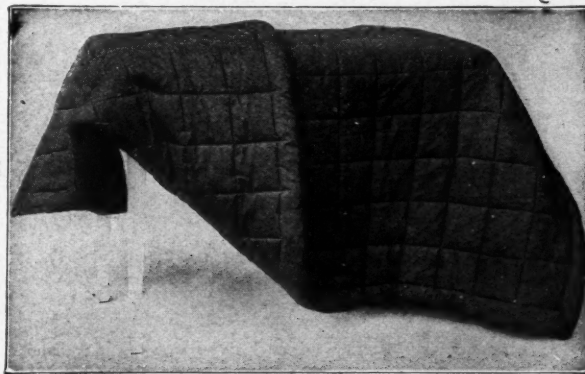
Aside from the extra business they bring, Service Steel Trunk Racks conserve space, bringing a higher return for the footage they occupy, and setting much free for other occupancy. They are inexpensive and can be set up by your own men using only screwdrivers. An expert engineer will lay out a model plan for you if you will show the size and shape of the space available. A very rough sketch will do. Make and mail it now, to be ready for the season.

Service Steel Products Company

140 N. Dearborn St.

CHICAGO

ILLINOIS



## !A BIG DEMAND!

We Are Extending This Special Offer for 30 Days Only.

No. 12 cut size of cloth 72 x 80.....	\$28.50 dozen
No. 14 cut size of cloth 54 x 72.....	21.00 dozen
No. 16 cut size of cloth 36 x 72.....	16.50 dozen
Phonograph Covers.....	4.50 each

### "PROTECTO" WAGON PADS

Made of Extra Heavy drill denim, cotton filled. Note that the pad is stitched in Square Blocks, preventing the cotton from bunching.

**GET BUSY.** Take advantage of this wonderful offer. Wire or mail your order **TODAY.**

**CHICAGO QUILT MFG. CO.**

1357 Roosevelt Rd.

Chicago, Ill.



# The Exchange

A Department of Trade  
and Employment Opportunities

If you don't find what you want here, your advertisement here will find it for you.

This Exchange section serves a real purpose in the industry by affording a central market place for the disposing of equipment no longer needed, and the securing of special apparatus at bargain prices. If you have any equipment for sale or wish to sell your business, this section is the logical place to advertise. All advertisements in this section will be accepted at a flat rate of three cents per word for each insertion.

WE WANT TO SPEND \$25,000 CASH for unclaimed merchandise left in storage. We will buy for spot cash: Novelties of all kinds, household specialties, toys, knick-knacks, books, post cards, jewelry, pictures, patented articles, "fool" inventions. Anything of which there is a large quantity. Send sample and say how many you have. Our spot cash

offer by return. Address Fantus Brothers, 1313-1325 S. Oakley Ave., Chicago, Ill.

FOR SALE—Established Moving and Storage Business; Wonderful Opportunity for the right party; must have \$10,000 or more to invest. Box 176, DISTRIBUTION & WAREHOUSING, 239 W. 39th St., New York, N. Y.

THE King Shipping Case provides a simple—yet strong and absolutely safe—means of forwarding household goods from one point to another. It is designed to cut the high cost of crating and eliminate the many discomfiting accidents—common to crated shipments.

No chance of anybody handling, stealing or misplacing valuable property. The King is sealed securely and the seal is not broken until goods arrive at destination.

Find out about the many interesting features of the King Shipping Case. Write today for our descriptive catalogue.

**The King Shipping Case Corporation**  
276 West Water Street Syracuse, N. Y.

**King Shipping Case**

## Excelsior Wrapper Co.

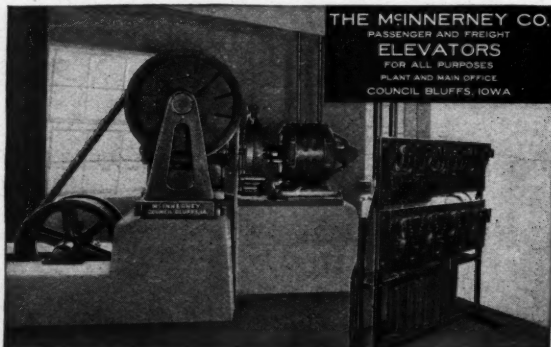
MANUFACTURERS OF

**EXCELSIOR PACKING PADS  
BALED EXCELSIOR  
WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.

FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.

Metropolitan District Served by  
Boston Excelsior Co., 560 W. 29th St., New York City



## FURNITURE LOADING PADS

7 oz. Duck with soft, polishing surface, thickly felted, strongly quilted. Finest and longest wearing on the market.

Full lines of all kinds of covers and pads.

Write at once for prices and samples.

**NEW HAVEN QUILT & PAD CO.**

161 DAY ST. NEW HAVEN, CONN.  
America's Largest Pad Manufacturers



## INDEX TO GENERAL ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

<b>A</b>	
Austin Co.....	Third Cover
<b>B</b>	
Beach Leather Co.....	133
Binghamton Electric Truck Co.....	137
Breen, W. H.....	138
Bruns & Sons, A.....	139
<b>C</b>	
Chicago Quilt Mfg. Co.....	139
Cleveland-Akron Bag Co.....	136
Cotter Warehouses.....	4
<b>D</b>	
Distribution Service Co., Inc.....	Front Cover
<b>E</b>	
Enoz Chemical Co.....	Second Cover
Excelsior Wrapper Co.....	140
<b>G</b>	
General Motors Truck Co.....	130
<b>H</b>	
Haslett Spiral Chute Co.....	136
Highway Trailer Co.....	138
<b>I</b>	
Iden Co., Wm. A.....	134
International Harvester Co.....	133
<b>J</b>	
Jones Lumber Co., G. W.....	138
Judson Freight Forwarding Co.....	3
<b>K</b>	
Kelly-Springfield Tire Co.....	135
King Shipping Case Corp.....	140
Kinnear Mfg. Co.....	5
<b>L</b>	
Lakewood Engineering Co.....	138
Landers Frary & Clark.....	137
<b>M</b>	
McInerney Co.....	140
Miller & Co., G. L.....	131
Moore & Dunford.....	58
<b>N</b>	
Neal Handy Saw.....	138
New Haven Quilt & Pad Co.....	140
<b>P</b>	
Peele Co.....	144
Pennsylvania System.....	2
<b>R</b>	
Reach Textile Co., A. L.....	138
Republic Truck Sales Corp.....	6
<b>S</b>	
Salmond, Scrimshaw & Co.....	143
Self-Lifting Piano Truck Co.....	136
Service Steel Products Co.....	139
Sharon Pressed Steel Co.....	141
Standard Conveyor Co.....	139
<b>T</b>	
Towmotor Company.....	Back Cover
Trans-Continental Freight Co.....	1
<b>V</b>	
Variety Fire Door Co.....	138
<b>W</b>	
Walker Vehicle Co.....	142
War Department, U. S. A.....	132
Ward Motor Vehicle Co.....	57
Wilson Corp., J. G.....	137

(For Shippers Index Advertisers, See Pages 142-143)



## Sharon "BLUENOSE" Hand Truck

Here's a hand truck that will out-last and out-wear and out-haul any truck you've had experience with. There's nothing weak or "cheap" about it—and yet the price isn't nearly as high as you'd expect. In fact, all things considered—repairs and replacements and possible injury to goods handled—the "Bluenose" is the most economical truck you can use. It will always be on the job—asks no lay-offs. Its one-piece frame of heavy pressed steel will stand any amount of service and more than a little abuse. Each wheel is supported by two wheel lugs—and enclosed within the frame. And—for your heavier loads—remember the Sharon "Brute" Pressed Steel Trailer. Write for prices and specifications.

## SHARON PRESSED STEEL CO.

MAIN OFFICE AND WORKS, SHARON, PENNA.



80%  
of Walker Trucks  
are  
repeat  
orders

**F**ULL capacity quantity production in our new plant now enables us to offer all models of Walker Electric Trucks at prices which bring trucking costs on city routes to their lowest point.

Write for Complete  
Information

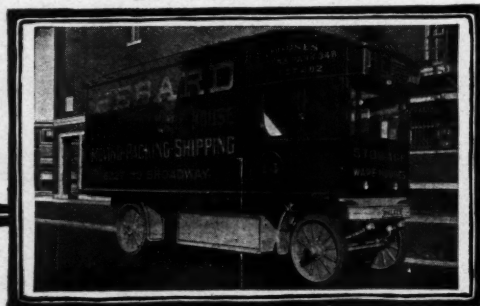
Load Capacities:  $\frac{1}{2}$ -1-2-3 $\frac{1}{2}$ -5 tons

**WALKER Electric TRUCKS**  
**LOWEST TRUCKING COST**

WALKER  
VEHICLE  
COMPANY  
CHICAGO  
NEW YORK  
BOSTON  
PHILADELPHIA

AMERICA'S  
LARGEST  
MANUFACTURER OF  
ELECTRIC  
ROAD  
TRUCKS

Hebard uses the Walker Electric



## SHIPPERS INDEX

The Advertisers' Index is published as a convenience, and not as a part of the advertiser's contract. Every care will be taken to make it correct. No allowance will be made for errors or failure to insert.

(For Index to General Advertisers, See Page 141)

<b>A</b>	<b>F</b>
A B C Storage & Moving Co. .... 124	Empire Storage Co. .... 70
Aberdeen Storage Co. .... 121	Erhart & Co., Otto K. .... 60
Acme Trans. & Stor. Co. .... 60	Erie Storage & Carting Co. .... 116
Adams Stor. & Trans. Co. .... 114	Erie Warehouse Co. .... 116
Adriatic Warehouse Corp. .... 100	Ewert & Richter Exp. & Stor. Co. 77
Albany Terminal Warehouse Co. .... 96	Exporters Terminal Co. .... 101
American Transfer Co. .... 61	Eyres Storage & Dist. Co. .... 127
American Warehouse Co. .... 124	
Anchor Warehouse Co. .... 95	<b>F</b>
Andrews Fireproof Storage Co. .... 110	Ferris Warehouse & Storage Co. .... 68
Appalachian Corp. .... 79	Fidelity Fireproof Storage Co. .... 62
Associated Terminals Co. .... 94	Fidelity Storage Co. (Baltimore) 80
Atlantic & Pacific Transportation Co. .... 85	Fidelity Storage & Van Co. .... 92
Audubon Storage Warehouse .... 100	Fink & Son. .... 97
	Fireproof Storage Co., Inc. .... 78
<b>B</b>	Fireproof Stge. & Transfer Co. .... 88
B. R. & P. Warehouse, Inc. .... 105	Fireproof Whse. & Stge. Co. .... 113
Baggage & Omnibus Trans. Co. .... 115	Flagg Storage Warehouse. .... 106
Ballard Ppt. Stge. & Trans. Co. .... 115	Plint Fireproof Storage Co. .... 87
Baltimore & Ohio Stores, Inc. .... 100	Port Erie Warehouses & Docks. .... 116
Baltimore Storage & Moving Co. .... 80	Port Wayne Storage Co. .... 74
Becker Fireproof Storage. .... 110	Furniture Manufacturers Whse. Co. 87
Bekins Fireproof Storage Co. .... 63 & 64	
Bekins Household Shipping Co. .... 70	<b>G</b>
Bekins Omaha Van & Storage Co. .... 92	Gardner Storage Co., Inc., B. B. 67
Bill Bros. Co. .... 67	Garfield Moving & Storage Co. .... 110
Bimberg Sons, Joseph. .... 99	Garrett Transfer & Storage Co. .... 69
Binghamton Whse. Supply. .... 96	General Fireproof Storage Co. .... 114
Binyon-O'Keefe Ppt. Stge. Co. (Fort Worth) .... 123	General Warehousing Co. (Conn.) 65
Binyon-O'Keefe Ppt. Stge. Co. (Houston) .... 124	General Warehousing Co. (Mo.) .... 90
Birrer Motor Freight & Transportation Co. .... 104	Gilbert Storage Co., Inc. .... 102
Blackham Stge. & Trucking Co. .... 99	Glenn & Son, O. J. .... 99
Blacklee Co., Ralph N. .... 97	Globe Delivery Co. .... 92
Blanchard Storage Co., Inc. .... 105	Gonzalez Co., M. F. .... 68
Blanch's Trans. & Stge. Co. .... 118	Goodman Transfer & Whse. Co. .... 60
Blue Line Storage Co. .... 77	Gordon Ppt. Whse. & Van Co. .... 82
Bond Ppt. Stge. Co., E. M. .... 122	Graham Storage Warehouse. .... 80
Brighton Transfer Co. .... 108	Gresham & Ware, Inc. .... 126
Broadway Storage Co. .... 120	Griswold & Walker, Inc. .... 71
Broadway Storage Warehouse Co. .... 100	Grodick Transfer and Storage Co. 78
Brooklyn Ppt. Stge. Co. .... 103	
Brown Trucking Co. .... 74	<b>H</b>
Buffalo Storage & Carting Co. .... 99	Hamilton Terminal Whses., Ltd. .... 129
Butler Transfer Co. .... 116	Hamilton Transfer & Storage Co. .... 104
	Hansen Storage Co. .... 128
<b>C</b>	Harrara's Stge. Ware. .... 97
Cadwell Transfer & Storage Co. .... 77	Harris Transfer & Warehouse Co. .... 60
Cady Moving & Storage Co. .... 120	Harrisburg Storage Co. .... 116
Cairo Storage & F'lding Co. .... 69	Hartford Despatch & Trucking Co. 67
California Fireproof Storage Co. .... 62	Harvard Storage & Warehouse Co. 84
California Truck Co. .... 62	Haslett Warehouse Co. .... 65
Cameron Transfer & Storage Co. .... 88	Hasley Bros. .... 119
Campbell Stores. .... 100	Hassett Storage Co. .... 84
Capital Van & Storage Co. .... 64	Hastings Truck Co. .... 88
Carbey, Chas. L. .... 99	Haugh & Keenan Stge. & Tr. Co. .... 119
Carnahan Trans. & Stge. Co. (Pa.) 117	Headleys Express & Stge. Co. .... 116
Carnahan's Trans. & Stge. (La.) 79	Healey & Son, Thos. F. .... 97
Carolina Stge. & Dist. Co. .... 70	Hebard Storage Warehouses. .... 70
Cathart Van & Storage Co. .... 68	Heisig Storage Co. .... 122
Cedar Rapids Transfer Co. .... 77	Helmus Bros. .... 87
Central Public Warehouse Co. .... 74	Hess-Strickland Trans. & Stge. Co. 60
Central Storage & Carting Co. .... 70	Hildenbrand Bros. .... 117
Central Warehouse Co. (Baltimore) 80	Hogan Transfer & Storage Co. .... 74
Central Warehouse Co. (Saginaw) 88	Hollingsworth Warehouses. .... 69
Central Whse. Co. (St. Paul). .... 89	Holyoke Warehouse Co. .... 83
Charleston Whse. & Fwdg. Co. .... 121	Howell Warehouse, Limited. .... 128
Charlie's Transfer Co., Inc. .... 60	Hudson River Stor. & Ware. Corp. 96
Chattanooga Trans. & Stge. Co. .... 121	Hummel Warehouse Co. .... 116
Chattanooga Warehouse & Cold Storage Co. .... 121	Hunter Transfer Co. (Arkansas). 61
Chelsea Ppt. Stge. Whse., Inc. .... 107	Hunter Transfer Co. (Texas). .... 125
Church Warehouse & Transfer Co. .... 114	Hutchinson Bonded Warehouse. .... 78
Citizens Transfer & Storage Co. .... 114	
City Dray Co., Ltd. .... 129	<b>I</b>
City Transfer & Storage Co. .... 61	Independent Warehouse Co., Inc. .... 79
Cleveland Storage Co. .... 112	Indianapolis Warehouse Co., Inc. .... 76
Cleveland Warehousemen. .... 109 to 111	Inter City Transfer Co. .... 123
Cold Spring Storage Co. .... 98	International Whse. Co. (El Paso) 122
Columbia Terminals Co. .... 91	Inter-State Forwarding Co., Inc. .... 122
Columbian Stge. & Transfer Co. .... 87	Inter-State Transfer & Storage Co. 78
Columbian Warehouse Co. .... 120	Interstate Trucking Co., Inc. .... 119
Commercial Truck & Storage Co. .... 127	Iowa Warehouse Co. .... 78
Commonwealth Ice & Cold Stor. Co. .... 81	Iron Warehouses, Inc. .... 79
Consolidated Dray Line, Inc. .... 60	
Continental Warehouse Co. .... 70	<b>J</b>
Cotter Warehouses of Ohio 107 & 113	Jefferson Safety Stge. Whse. Co. .... 96
Crandall Trans. & Whse. Co. .... 73	Jennings-Cornwall Whse. Co. .... 125
Cummings Storage Co. .... 107	Jones & Co., Inc. .... 125
Cuneo Storage Co. .... 101	Jones-Clark Truck & Storage Co. .... 106
Currier-Lee Warehouse Co. .... 70	Jones Transfer & Storage Co. .... 88
Curtis Bros. Transfer Co. .... 112	Jordan Storage & Dist. Co. .... 126
	<b>K</b>
<b>D</b>	Kalamazoo Storage & Transfer Co. .... 88
Dakota Warehouse Co. .... 121	Kaufman Fireproof Stge. Whse. .... 81
Dallas Storage & Warehouse Co. .... 123	Kedney Warehouse Co. .... 89
Daniel Transfer Co., R. L. .... 123	Kennicott-Patterson Trans. Co. .... 86
Danville Transfer & Storage Co. .... 73	Kent Storage Co. .... 88
Day & Meyer-Murray & Young. .... 101	Keystone Storage Co. .... 117
De Camp, Inc., Job. .... 103	Keystone Warehouse. .... 117
Delcher Bros. Storage Co. .... 83	Kinderman & Sons, Julius. .... 102
Detroit Storage Co. .... 84	King Storage Warehouse, Inc. .... 106
Dewey & Co., George E. .... 66	Knickerbocker Storage Co. (Akron) 107
Dietrich, Jacob. .... 93	Knickerbocker Storage Co. (Cleveland) 110
Dixie Warehouse Co. .... 68	Knickerbocker Stge. Whse. Co. .... 94
Dorchester Fireproof Storage Whse. 81	Kroeger, Joseph J. .... 114
Drew Cartage & Stge. Co., H. L. .... 114	Kutschbach-McNally Co. .... 113
Drexel Storage & Transfer Co. .... 70	
Duquesne Warehouse Co. .... 119	<b>L</b>
	Lake Shore Moving & Stor. Co. .... 111
<b>E</b>	Lakewood Ppt. Storage Co. 109 & 113
Eagle Warehouse & Storage Co. .... 96	Lancaster Storage Co. .... 117
Easy Truck Storage Co. .... 123	Langan, B. A. .... 90
East Coast Warehouse Co., Inc. .... 102	Lansing Storage Co. .... 88
El Paso Fireproof Storage Co., Inc. .... 122	Lansing Warehouse Co. .... 88
Eldredge Exp. & Stor. Whse. Co. .... 93	Lasham Co., Edw. .... 71
Elmira Storage Sales Co., Inc. .... 99	Lawrence, Ralph. .... 129
Elston Packing & Storage Co. .... 87	Lawrence Whse. Co. .... 63 & 64

## SHIPPERS INDEX—Continued

Leonard Ware., Inc. .... 99  
 Leritz & Son, L. .... 90  
 Lincoln Fireproof Stor. Co. .... 111  
 Lincoln Storage Co. .... 113  
 Lincoln Stge. Whse. .... 93  
 Lincoln Whse. & Van Co. .... 128  
 Long Acre Express & Van Co. .... 102  
 Long Island Warehouse .... 97  
 Long Warehouse, S. N. .... 91  
 Los Angeles Whse. Co. .... 62  
 Louisville Public Warehouse Co. .... 78  
 Lyon Fireproof Storage Co. .... 62

## M

McCormick Warehouse, Inc. .... 80  
 McLaughlin Warehouse Co. .... 80  
 McNamara Warehouse .... 76  
 McPheters Warehouse Co. .... 91  
 M. & E. Warehouse Co. .... 71  
 Maier Sales & Storage Co. .... 128  
 Manor Storage Co. .... 114  
 Manufacturers Warehouse Co. .... 86  
 Mason Transfer & Storage Co. .... 125  
 Matthews Storage Warehouse Co. .... 127  
 Mercantile Storage & Whse. Co. .... 92  
 Mercer Trans. & Storage Co. .... 78  
 Merchandise Storage Co. .... 113  
 Merchants Southwest Transfer & Storage Co. .... 115  
 Merchants Transfer & Stge. Co. (Davenport) .... 77  
 Merchants Transfer & Stge. Co. (Des Moines) .... 77  
 Merchant's Trans. Co. (Ohio) .... 111  
 Merchant's Transfer Co. (Texas) .... 125  
 Merchants Warehouse Co. .... 86  
 Merchants Warehousing Co. .... 120  
 Metropolitan Storage Whse. Co. .... 53  
 Midland Whse. & Transfer Co. .... 71  
 Miller North Broad Storage Co. .... 117  
 Miller Transfer & Storage Co. .... 127  
 Minneapolis Terminal Whse. Co. .... 88  
 Minneapolis Trans. & Whse. Co. .... 89  
 Mollen Transfer & Storage Co. .... 96  
 Monarch Storage & Warehouse Co. .... 99  
 Monarch Transfer & Storage Co. .... 99  
 Monroe Warehouse Co., Inc. .... 105  
 Montgomery & Co. .... 117  
 Monumental Stge. & Carpet Cleaning Co. .... 81  
 Moore's Storage Warehouse Co. .... 66  
 Morgan & Brother. .... 102  
 Morrow Trans. & Stor. Co. .... 68  
 Mott Haven Storage Warehouse Co. .... 103  
 Muegge-Jenill Storage Co. .... 125  
 Murdoch Storage & Transfer Co. .... 119  
 Murray Storage Corp. .... 102  
 Muskogee Transfer & Stor. Co. .... 115

## N

National Bonded Warehouse. .... 69  
 National Warehouse Co. .... 74  
 Neal Fireproof Storage Co. .... 111  
 Neal Fireproof Storage Co. .... 111  
 Nelson, David .... 128  
 New York Dock Co. .... 103  
 Nielsen Cartage Co. C. & H. .... 86  
 Ninth St. Terminal Whse. Co. .... 112  
 North Philadelphia Stor. Co. .... 117  
 North Shore Fpf. Stge. Co. .... 72  
 Northern Ave. Stores & Dock Corp. .... 82

## O

O. K. Trans. & Stor. Co. (Ark.) .... 61  
 O. K. Trans. & Stor. Co. (Okla.) .... 115  
 Odums Transfer & Storage Co. .... 123  
 O'Neil Exp. & Storage, John. .... 119  
 Ontario Warehouse Co. .... 72  
 Orange Storage Warehouse. .... 93  
 Oregon Auto Dispatch .... 115  
 Oregon Transfer Co. .... 116  
 Oshkosh Storage Co. .... 128

## P

Pacific Storage & Tr. Co., Inc. .... 127  
 Pacific Storage & Warehouse Co. .... 93  
 Pacels, Fred .... 108  
 Panhandle Storage Warehouse. .... 107  
 Park Ave. Storage Co. .... 94  
 Passaic Transportation Co. .... 94  
 Peasley Transfer & Storage Co. .... 69  
 Penn Storage & Van Co. .... 117  
 Pennsylvania Terminal Ware. Co. .... 91  
 Perky Bros. .... 90  
 Petry Express & Storage Co. .... 96  
 Pettit's Storage Warehouse Co. .... 74  
 Philadelphia Local Express. .... 118  
 Pioneer Truck & Transfer Co. .... 61  
 Pittsburgh Transfer & Storage Co. .... 78  
 Pittsburgh Distributing Co. .... 119  
 Post Estate, R. F. .... 120  
 Prudential Stge. & Mov. Co. (Los Angeles) .... 62  
 Prudential Storage & Moving Co. (San Diego) .... 64

## Q

Quackenbush Warehouse Co. .... 120  
 Queen City Warehouse Corp. .... 99  
 Quiney Mkt. Cold Storage & Warehouse Co. .... 81

## R

Railway Terminal & Whse. Co. .... 72  
 Rathbun Cartage Co. .... 114  
 Reading Corporation .... 86  
 Red Ball Transit Co. .... 75  
 Redhead Storage Co. .... 109  
 Reliable Stge. & Transfer Co. .... 115  
 Reshipping Warehouses .... 72  
 Richmond Storage Warehouse. .... 103  
 Ricks Storage & Distributing Co. .... 99  
 Riverside Truck & Stge. Co. .... 84  
 Rochester Carting Co. .... 105  
 Rockford Storage Warehouses. .... 74

Rolls Furniture Stge. Whse. .... 95  
 Roseville Storage Co. .... 95  
 Ruder, Inc., Daniel. .... 91  
 Ryan, Neil F. .... 105

## S

St. John & Co., H. W. .... 103  
 St. Paul Terminal Warehouse Co. .... 90  
 Safety Storage Co. .... 95  
 Safety Trans. & Stge. Co., Inc. .... 79  
 San Francisco Whse. Co. .... 65  
 Schantz Co., Joseph A. .... 105  
 Schenectady Stge. & Trucking Co. .... 102  
 Seabey Fireproof Stge. Co. .... 125  
 Scott Bros. Fireproof Stor. Co. .... 111  
 Seaboard Wharf & Warehouse Co. .... 81  
 Security Storage & Trust Co. .... 81  
 Security Storage & Van Co. .... 88  
 Security Storage & Warehouse Co. .... 96  
 Security Warehouse Co. (Georgia) .... 69  
 Security Whse. Co. (Minneapolis) .... 89  
 Shanahan Transfer & Storage. .... 120  
 Shank Fireproof Storage Co. .... 87  
 Shattuck & Nimmo Warehouse Co. .... 63  
 Shaw Storage & Transfer Co. .... 81  
 Sheldon Transfer & Storage Co. .... 83  
 Skellet Co. .... 89  
 Smith, W. Cady .... 108  
 Smith Transfer & Storage Co. .... 67  
 Soo Terminal Warehouse. .... 72  
 Southco, John B. .... 96  
 Southern Bonded Warehouse Corp. .... 126  
 Southern Sales & Warehouse Co. .... 69  
 Southwest Van & Storage Co. .... 63  
 Southwestern Stge. & Dist. Co. .... 78  
 Springfield Warehouse & Trans. Co. .... 92  
 Stacey Storage Co. .... 108  
 Stahl & Sons, Inc., John. .... 99  
 Standard Whse. & Merc. Co., Ltd. .... 129  
 State Center Whse. & Cold Stge. Co. .... 61  
 Stockton Transfer Co., Jos. .... 72  
 Strang, Chas. D. .... 97  
 Strang Warehouse, Wm. H. .... 87  
 Student's Transfer & Storage Co. .... 61  
 Suesz, Otto J. .... 76  
 Suffolk Storage Warehouse Co. .... 81  
 Sullins, C. C. .... 122  
 Syracuse Furniture & Pwlg. Co. .... 106

## T

Tampa Warehouse Co. .... 68  
 Taylor O. Edwards .... 126  
 Terminal Storage Co. .... 67  
 Terminal Ware. Co. (Omaha) .... 93  
 Terminal Warehouse Co. (R. I.) .... 121  
 Terminal Whse. & Tr. Co. .... 118  
 Terminal Wharf & R. R. Whse. Co. .... 83  
 Terre Haute Whse. & Stge. Co. .... 76  
 Tiffany Fireproof Storage Whse. .... 103  
 Toledo Merchants' Delivery Co. .... 114  
 Toledo Terminal Warehouse Co. .... 114  
 Tomlin's Transfer & Storage Co. .... 90  
 Tooker Stge. & Fwdg. Co. (Ill.) .... 73  
 Tooker Stge. & Fwdg. Co. (N.Y.) .... 103  
 Trans-Shipping & Dist. Whse. Corp. .... 98  
 Trip Warehouse Co. .... 118  
 Troth's Model Warehouse. .... 118  
 Tudor Warehouse Co. .... 76  
 Turner Cartage & Storage Co. .... 86  
 Tucson Warehouse & Transfer Co. .... 61

## U

Union Fireproof Warehouse Co. .... 107  
 Union Storage Co. (Dayton) .... 113  
 Union Ter. Whse. Co. (Fla.) .... 68  
 Union Terminal Whse. Co. (Cal.) .... 63  
 United Fireproof Warehouse Co. .... 128  
 United States Storage Co. .... 67  
 U. S. Tr. & Stge. Whse. Co. .... 66  
 United Warehouse Co. (Seattle) .... 127  
 United Warehouse Co. (Wichita) .... 78

## V

Valley Van & Storage Co., Inc. .... 61  
 Van Haaren & Sons Stor. Co. .... 84

## W

Wagner Fpf. Stge. & Truck Co. .... 114  
 Wales Storage Warehouse. .... 95  
 Walkup Drayage & Warehouse Co. .... 65  
 Wallabout Merchants Ware. Co. .... 98  
 Wallace Trans. & Forwarding Co. .... 107  
 Ward & Bro., Hugh F. .... 103  
 Warner Warehouse Co. .... 76  
 Warwick-Thomson Co. .... 104  
 Waterbury Storage Co. .... 67  
 Wayne Furniture Packing Co. .... 86  
 Weathered Trans. & Stge. Co. .... 125  
 Weber Express & Storage Co. .... 119  
 Weicker Transfer & Storage Co. .... 67  
 West Coast Warehouse Co., Inc. .... 60  
 Western Transfer & Storage Co. .... 129  
 Western Warehousing Co. .... 73  
 Westheimer Warehouse Co. .... 125  
 Wiley & Nicholls Co. .... 124  
 Willoufred Warehouses, Inc. .... 104  
 Windemere Trans. & Moving Co. .... 109  
 Withers Transfer & Storage Co. .... 68  
 Woodworth, J. P. .... 76  
 Wynne Cartage Co., P. F. .... 86

## Y

Yarnall Transfer & Storage Co. .... 68  
 Young, William .... 104

## Z

Zeigler-Schaefer Co. .... 107

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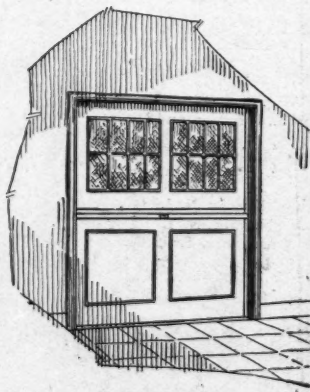
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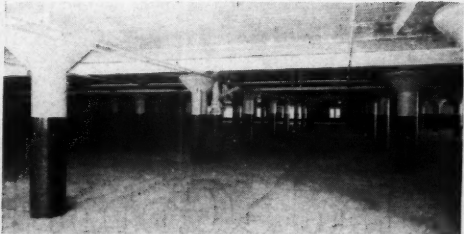
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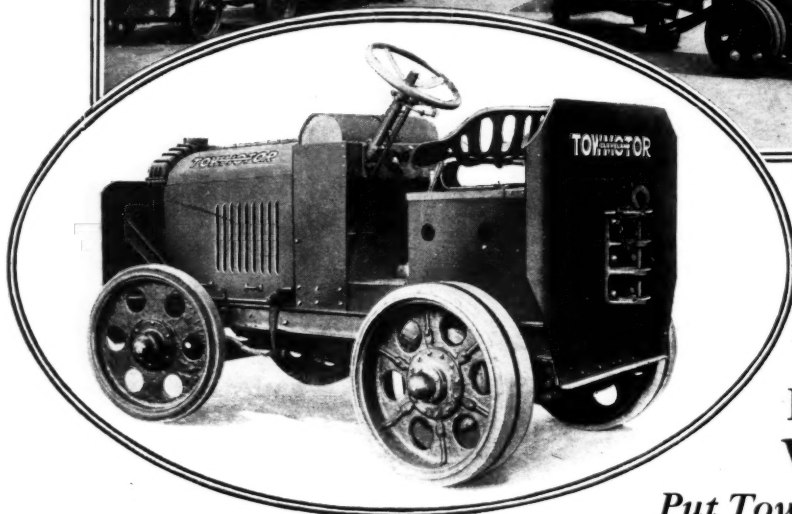
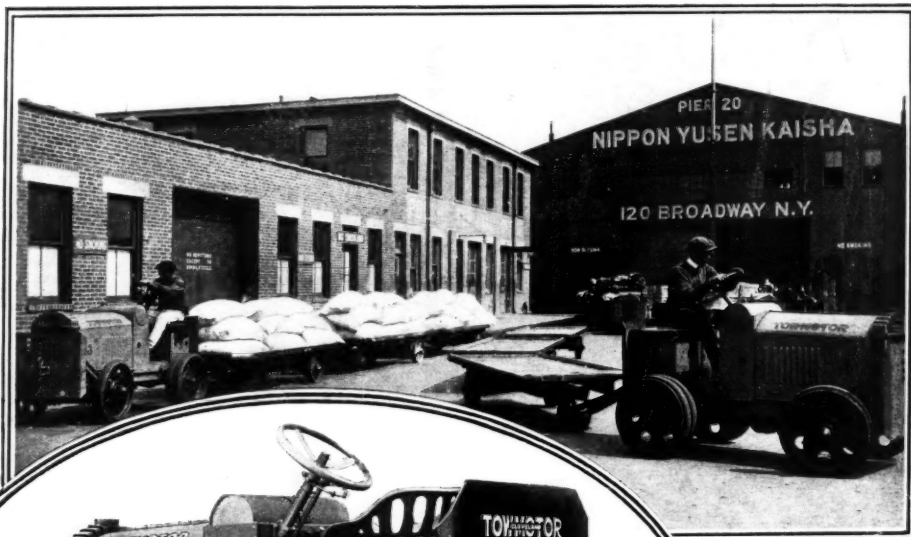
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